

# GRAIN DEALERS JOURNAL

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## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.

## BALTIMORE, MD.

Baltimore Commission Co., grain commission.

Blackburn & Co., O. P., grain recvs., exporters.\*

Clark & Sons, Thos. S., grain receivers.\*

England & Co., Chas., grain, hay.\*

Fahey & Co., John T., gr'n receivers and exptrs.\*

Frisch & Co., J. M., grain and hay receivers.\*

Gill & Fisher, receivers and shippers of grain.

Hammond, Snyder & Co., Inc., receivers, exptrs.\*

Hax & Co., G. A., grain, hay, seeds.

Henzel & Son, Gustav, grain, seeds, hay.

Huyett, D., Yulee, grain commission.

Johnston Co., Thos., grain receivers.\*

Jones & Co., H. C., grain and hay.\*

Kirwin Bros. Grain Co., grain and hay.\*

Ladner Bros., grain receivers.

Manger & Co., J. A., grain, seeds, hay.\*

Muller Co., Louis, receivers and exporters.\*

Pitt Bros. & Co., receivers and exporters.\*

Robinson & Jackson, grain receivers.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

## BLACKWELL, OKLA.

Bentke Bros., hay, grain and alfalfa meal.

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.

Hasenwinkle Grain Co., brokers.

Slick & Co., L. H., buyers and shippers.

## BOSTON, MASS.

Benzagin, Matthew D., grain, brokerage, com'm.

Campbell & Burnham, grain, feed.

Jordan, A. W., grain broker.

McLean Alpine Co., The, hay and grain.

Manley Co., The D. W., grain and millfeed.

Ronald, Thos., grain broker, export and domestic.

Wright, B. C., broker, corn, oats and mill feed.

## BOURBON, IND.

Delp Grain Co., B. E., grain and mill feeds.

## BOZEMAN, MONT.

Benepe-Berglund Grain Co., Mont., oats & barley.

## BUFFALO, N. Y.

Alder Grain Co., grain commission.\*

Buffalo Oatmeal Co., grain.\*

Burns, Basil, grain commission.

Churchill Grain & Seed Co., buyers, shippers.\*

Eastern Grain Co., grain commission.\*

Electric Grain Elevator Co., receivers and shippers.

Harold, A. W., grain, barley a specialty.

Heathfield, W. G., strictly commission.

Irwin, Dudley M., barley.

Pratt & Co., grain commission.\*

Townsend-Ward Co., grain commission.\*

Watson, Henry D., grain commission.

Whitney-Ecksteln Seed Co., seeds.

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Cole, G. W., grain broker.

## CAIRO, ILL.

Antrim & Co., H. S., receiver and shipper.\*

Halliday Elevator Co., corn, oats.\*

Halliday Mfg. Co., H. L., soft, red winter wheat.

Magoo Grain Co., grain.\*

Thistlewood & Co., grain and hay.

## CAMBRIDGE, NEBR.

Rankin Bros., wholesale grain.

## CHICAGO, ILL.

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Bailey & Co., H. W., grain commission's merchants.\*

Barrell & Co., Finley, grain, stocks, provisions.\*

Bennett & Co., Jas. E., receivers, shippers.\*

Bogart, Maltby & Co., commission merchants.\*

Crighton & Lasier, grain commission.\*

Delany, Frank J., commission merchant.

Dickinson Co., The Albert, seeds.\*

Dole & Co., H. H., grain and seeds.\*

Elmore, Squire & Co., receivers and shippers.

Flinney, Sam, commission.\*

Fitch & Co., Walter W. K., Mitchell, Mgr.\*

Fraser Co., W. A., grain commission.\*

Freeman & Co., Henry H., grain, hay, straw.

Freeman & Co., M. M., grain, hay and straw.

Gerstenberg & Co., grain, seeds.\*

Griffith & Co., J. P., grain commission.

Hately Bros., grain and provisions.

Holt & Co., Lowell, grain receivers.

Hooper Grain Co., receivers, shippers.\*

Lamson Bros. & Co., consignments solicited.\*

Lipey & Co., grain commission.

Lynch & McKee Co., grain commission.

## CHICAGO—Continued.

Mann, G. S., seed bkr., field seeds, poultry grain.

McKenna & Rodgers, commission merchants.\*

Merchants Grain Co., commission merchants.\*

Merrill & Lyon, commission merchants.\*

Merritt Co., W. H., grain, seeds.\*

Munford & Co., W. R., hay & grain commission.

Nash-Wright Grain Co., grain, prov., seeds.

Paynter, H. M., grain and field seeds.

Peavy Grain Co., receivers, shippers.\*

Perrine & Co., W. H., grain and commission.

Pfeiffer, Carl F. W., grain commission.

Press & Co., W. G., grain, provisions, stocks, etc.

Rang & Co., Henry, grain commission.

Reque Brothers, grain commission.\*

Rogers & Bro., H. W., grain and seeds.

Rogers Grain Co., buyers and shippers.

Rosenbaum Bros., receivers, shippers.\*

Rumsey & Company, grain commission.\*

Sawers Grain Co., grain commission.\*

Schifflin & Co., P. H., commission.\*

Shaffer & Co., J. C., buyers and shippers.\*

Sincere & Co., Chas., N. Y., stocks, Chicago grain.

Somers, Jones & Co., grain and field seeds.\*

Squire, H. F. & Co., grain & provisions.

Thayer & Co., Clarence H., commission.

Updike Commission Co., grain commission.\*

Yantis & Co., S. W., grain commission.

Wagner Co., E. W., receivers and shippers.\*

Ware & Leland, grain, seeds.

Wilson & Co., B. S., grain commission.

Winans & Co., F. E., grain and seeds.\*

Wright & Co., Jno. F., commission merchants.

## CHICKASHA, OKLA.

Farrington, J. E., Seed House, seed corn.

## CINCINNATI, O.

Allen & Munson, grain, hay, flour.\*

Barnes, W. H., grain, hay and mill feed.

Bender, A., grain, brokerage & com'm.

Brown & Co., W. L., receivers and shippers.

Cincinnati Grain Co., commission merchants.

Early & Daniel Co., grain and hay.\*

Ellis & Fleming, grain and hay.\*

Fitzgerald Bros., grain & hay commission.

Gale Bros. Co., grain, hay, feed.\*

Gray, Ralph, receiver & shipper.

Kyle & Rodgers, buyers and shippers of grain.

Loudon & Co., grain commission.

Standard Hay & Grain Co., grain, hay and feed.

Van Leunen & Co., Paul, grain consignments.

Whitcomb & Root, hay, grain and mill feed.

## CLARKSBURG, W. VA.

United Brokerage Co., grain, hay, feed.

## CLEVELAND, O.

Abel Bros., hay, grain, feed.

Bailey, E. I., grain and millfeed.\*

Cleveland Grain Co., The, receivers and shippers.

Gates Elevator Co., grain, hay, straw.\*

Sheets Bros. Eltr. Co., The, grain, hay, straw.

Star Eltr. Co., receivers, grain, hay, straw.

Strauss & Co., H. M., grain, seeds, hay.\*

Union Elevator Co., grain, hay and salt.\*

## COLORADO SPRINGS, COLO.

Robinson Grain Co., H. A., grain, hay and flour.

Seldomridge Grain Co., grain dealers.\*

## COLUMBUS, O.

Stritmatter, Edward, grain merchant.

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.\*

## CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

## CUMBERLAND, MO.

Marley & Co., grain and hay distributors.

## DANVILLE, ILL.

McConnell, R. B., grain dealer.

## DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.\*

## DECATUR, ILL.

Baldwin & Co., H. L., grain dealers.\*

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.\*

Crescent Mill & Eltr. Co., flour and grain.

Denver Comm. & Grain Co., grain and hay.

Longmont Farmers Mill & Eltr. Co., flour, grain.

Scott, E. E., broker, grain, cottonseed meal, bags.

Thompson Merc. Co., W. F., hay and grain.

## DES MOINES, IA.

Lockwood Grain Co., B. A., grain & millfeeds.

## DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.\*

Hart Grain Co., recvs. & shippers, grain beans.

Hobart, H. M., grain, hay and millfeeds.\*

Lapham & Co., J. S., recvs., & shippers of grain.\*

## DIGHTON, KAN.

Bradstreet, A. E., shipper, grain, hay & feedstuff.

## DILLON, MONT.

Dillon Grain Co., grain, flour, feed and hay.

## DULUTH, MINN.

Turle & Co., grain commission.

## EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers.

## ENID, OKLA.

Johnston, W. B., grain, feed, seeds & hay.

## EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

## FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

## FORT WORTH, TEX.

Kelp, E. R. & D. C., grain and seed dealers.\*

Terminal Grain Co., receivers, shippers.

Werner Wilkens Grain Co., receivers & shippers.

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.

## GALVESTON, TEX.

Fordtran, J. S., grain commission merchant.

Jockusch, Davison & Co., grain, hay exporters.

Wisrot Grain Co., wholesale grain ctr. facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HOWE, TEX.

Howe Grain & Mer. Co., grain, hay, seeds, feed.

## HUTCHINSON, KAN.

Rock Mfg. & Eltr. Co., buyers and shippers.

## INDIANAPOLIS, IND.

Coppock, J. F., grain and hay, car lots.\*

Flinch-McComb & Co., grain commission.

Jordan & Montgomery Co., wholesale grain.

Kinney Grain Co., H. E., receiver and shipper.\*

Minor, B. B., grain consignments solicited.

Stebbins-Witt Grain Co., commission & brokerage.

Wilson Grain Co., John, receivers and shippers.

## JACKSON, MICH.

Shelden, Willis E., track buyer of grain.\*

Stockbridge Elevator Co., grain, beans, hay.\*

## JACKSONVILLE, FLA.

Elmore & Co., Thos. T., hay, grain & mill stuffs.\*

## JACKSONVILLE, TEX.

Reinhardt & Co., grain, flour, hay and feed.

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Beach Grain Co., grain commission.

Benton Grain Co., screenings and chickenfeed.

Christopher & Co., B. C., grain and seeds.\*

Davis & Co., A. C., grain commission.\*

Denton-Kuhn Grain Co., grain consignments.

# Directory of the Grain Trade

\*Member Grain Dealers National Association.

## MEMPHIS, TENN.

Clark, Burkle & Co., grain and hay commission.  
Cook, L. P., grain consignments solicited.\*  
Davis & Andrews Co., grain dealers.\*  
Farrabee-Treadwell Co., grain, hay and flour.  
Jones & Rogers, grain dealers.\*  
McLaughlin Coal & Grain Co., grain and hay.\*  
Moon & Co., W. D., receivers and shippers.  
Patteson & Co., G. E., receivers and shippers.\*  
Scruggs, Robinson & Co., grain, hay and mill f'ds.  
Wade & Sons, John, grain, hay and commission.\*  
Webb & Maury, grain and hay.\*  
West & Co., J. C., grain and hay commission.\*

## MERCER, MO.

Alley-Staff Grain Co., oats, corn, wheat, seeds.\*

## MIDDLE POINT, OHIO.

Pollock Grain Co., grain, hay and straw.

## MILWAUKEE, WIS.

Bartlett & Son Co., L., grain commission.  
Bell & Co., W. M., grain and seeds.\*  
Coughlin Co., T. C., grain commission.  
Courtene, S. G., field seeds.  
Deutsch & Sickert Co., shippers grain, flour, feed.  
Dingwall Co., C. E., grain, feed and screenings.  
Donahue-Stratton Co., grain, feed, mfg. wheat.\*  
Fagg & Taylor, grain merchants.\*  
Franke Grain Co., grain and feed.  
Kamm & Co., P. C., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Lowry & Co., I. H., grain commission.\*  
Mereness & Gifford, grain commission.  
Owen & Co., O. C., grain commission merchants.  
Rialto Elevr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.

## MINNEAPOLIS, MINN.

Atwood-Stone Co., grain commission.  
Brown & Co., E. A., commission.  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Cooper Commission Co., receivers, shippers.  
Davies & Co., F. M., grain commission.  
Fraser-Smith Co., grain commission.  
Getchell, Tanton Co., grain commission.  
Hankinson & Co., H. L., grain commission.  
Marfield-Tearse Co., grain commission.  
McIntyre-Ferrier Co., grain commission.  
Minneapolis Seed Co., field seeds.  
Nve. Jenkins & Co., grain commission.  
Rihelraffer Co., J. H., grain commission merchants.  
Turle & Co., grain commission.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.  
Wernli-Anderson Co., grain commission.  
Zimmerman, Otto A., barley specialist.

## MOBILE, ALA.

Mertz & Co., G., flour, grain & vegetables.\*

## MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

## NASHVILLE, TENN.

Hughes Warehouse & Eltr. Co., grain.

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

## NEW ORLEANS, LA.

Leonhardt & Co., A. F., grain and hay.\*

## NEW YORK CITY.

Cushing & Brandt, grain commission, buyers.\*  
Forbell & Kipp, grain commission.\*  
Morey Co., L. A., grain brokers.\*  
Robinson, G. B. Jr., grain and mill feeds.  
Schwartz, B. F., brokerage and commission.\*  
Ulrichs & Hebert, grain commission and brokers.

## NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.  
Scott & Co., Inc., S. D., wholesale hay & grain.  
  
**OKLAHOMA CITY, OKLA.**  
Capital Grain & Eltr. Co., wholesale grain & feed.  
Chowning Grain Co., grain and feed.  
Cole & Brunsell Grain Co., shippers grain, seeds.  
Hanna Grain Co., grain, hay, seeds, alfalfa meal.  
Harrah-Robb Grain Co., wholesale grain and feed.  
Kolp, E. R. & D. C., grain and seed dealers.  
Moberly, Major, grain and mill feeds.  
Robey Grain Co., R. E., grain broker.

## OMAHA, NEB.

Beal-Vincent Grain Co., receivers, shippers.\*  
Cavers Elevator Co., receivers and shippers.\*  
Crowell Lumber & Grn. Co., recvs., shippers.\*  
Holmquist Eltr. Co., receivers and shippers.  
Huntley, E. E., receiver and shipper of grains.  
Middle-West Elevator Co., receivers and shippers.  
Nebraska-Iowa Grain Co., receivers & shippers.\*  
Nordstrom Gr. Co., E. A., consignments.  
Nye-Schneider-Fowler Gr. Co., recvs., shippers.\*  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., grain commission.  
Saunders-Westrand Co., shippers of grain.  
Thompson Grain Co., grain dealers.  
Trans-Mississippi Grain Co., recvs. & shpys.\*  
United Grain Co., grain commission.  
Weekes Grain Co., receivers and shippers of grain.  
Welsh Grain Co., grain and hay commission.

## PENSACOLA, FLA.

Bonacker Bros., brokers, grain, hay and millfeed.\*

## PEORIA, ILL.

Arnold & Harwood, grain consignments solicited.  
Buckley, Pursley & Co., grain and seeds.\*  
Dewey & Sons, W. W., grain commission.  
Feltman, C. H., grain commission.  
Miles, P. B. & C. C., grain commission.\*  
Runsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

## PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

## PHILADELPHIA, PA.

Baringer, M. F., grain and millfeed.\*  
Clemmer, A. B., grain and feed broker.\*  
Clevenger, S. J., buyer and commission.\*  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., E. Z., flour, grain, feed.\*  
Fraser, C. C., grain and feed broker.  
Lemont & Son, E. K., hay, grain, mill feed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Rogers & Co., E. L., grain, hay.\*  
Stites, A., Judson, grain and millfeed.

## PIQUA, OHIO.

Kress Co., Harry W., track buyer, grain, hay.\*  
Spencer & Miller, grain, feed and seeds.

## PITTSBURG, PA.

Elwood & Co., R. D., hay and grain.  
Foster, C. A., grain, hay, feed.\*  
Gedel & Dickson, grain and hay.  
Hardman & Heck, grain, hay and millfeed.  
Heck & Co., W. F., grain and hay.  
Herb Bros. & Martin, grain, hay and feed.  
McCaffrey's Sons Co., Daniel, hay, grain, mill feed.  
McCague, R. S., grain, hay.\*  
Smith & Co., J. W., grain, hay, feed.  
Stewart, D. G., & Gedel, grain, hay and feed.  
Walton Co., Sam'l., grain and hay.

## PLAINVIEW, TEX.

Cobb & Elliott Grain Co., grain, seeds, coal, etc.

## PUEBLO, COLO.

Cessna Gr. & Flour Co., P. A., grain, hay & flour.  
McClelland Mct'l I. & R. Co., grain, hay & feed.

## RICHMOND, VA.

Fairbank & Co., S. G., grain, hay, seeds.

## SAN ANTONIO, TEXAS.

Lupton, R., Whol. Grain & Cottonseed products.  
Oppenheimer Grain Co., wholesale grain and hay.

## SIOUX CITY, IOWA.

Fahlenkamp Grain Co., A., grain commission.  
Interstate Grain Co., buyers and shippers.  
Sheperdon Co., M. T., grain dealers.\*

## ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dlr. and broker.\*

## ST. LOUIS, MO.

Botto Grain Co., Jno. V., receivers & shippers.  
Brockman & Co., Arthur, receivers.  
Carlisle Comm. Co., S. S., receivers and shippers.  
Cochrane Grain & Eltr. Co., receivers, shippers.\*  
Connor Bros. & Co., grain.\*  
Eaton, McClellan Com. Co., grain & hay.  
Goffe & Carkener Co., grain commission.\*  
Kennedy Grain Co., receivers, shippers.  
McClelland & Co., F. M., grain and hay.  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nanson Commission Co., grain commission.\*  
Pendleton Grain Co., receivers & shippers.\*  
Picker & Beardsey Com. Co., grain & grass seed.\*  
Powell & O'Rourke, receivers, shippers.\*  
Roberts Grain Co., grain commission.  
Toberman, Mackey & Co., consignments solicited.

## TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

## TOLEDO, O.

DeVore & Co., H. W., grain and seeds.  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
National Milling Co., cash buyers wheat.\*  
Southworth & Co., grain commission.\*  
The Toledo Field Seed Co., clover, timothy.  
Zahn & Co., J. F., grain, seeds.\*

## TOPEKA, KANS.

Jolley & Blanchard, grain merchants.

## TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

## TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

## TULSA, OKLA.

Binding-Stevens Seed Co., grain & seeds.

## WASHINGTON, D. C.

Auderson, E. M., grain brokers and millers agent.  
Clifton & Co., C. E., flour, grain and hay.

## WASHINGTON COURT HOUSE, OHIO

Fayette Grain Co., buyers and shippers of grain.

Lloyd, C. E., shipper of kiln dried corn.

## WICHITA, KANS.

Craig Grain Co., J. W., receivers and shippers.  
Hastings & Co., grain brokers.  
Independent Grain Co., grain commission.\*  
McCullough Grain Co., grain commission.\*  
Western Grain Co., The, wholesale grain, seeds.  
Williamson Grain Co., J. R., gr. comm. merchs.

## WINFIELD, KANS.

Head Grain Co., grain, millfeed seeds.

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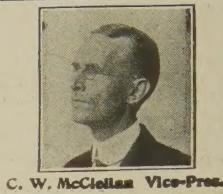
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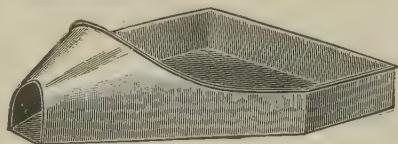
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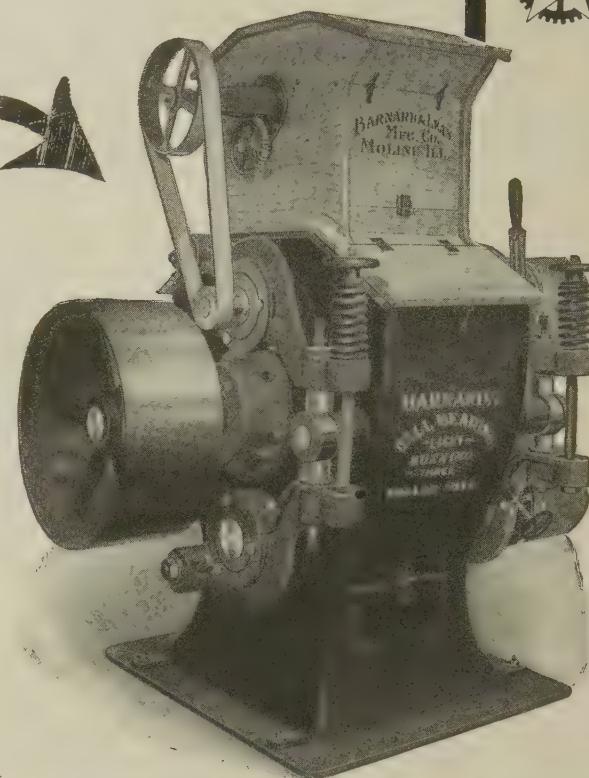
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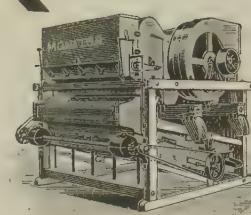
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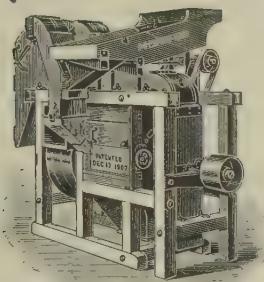
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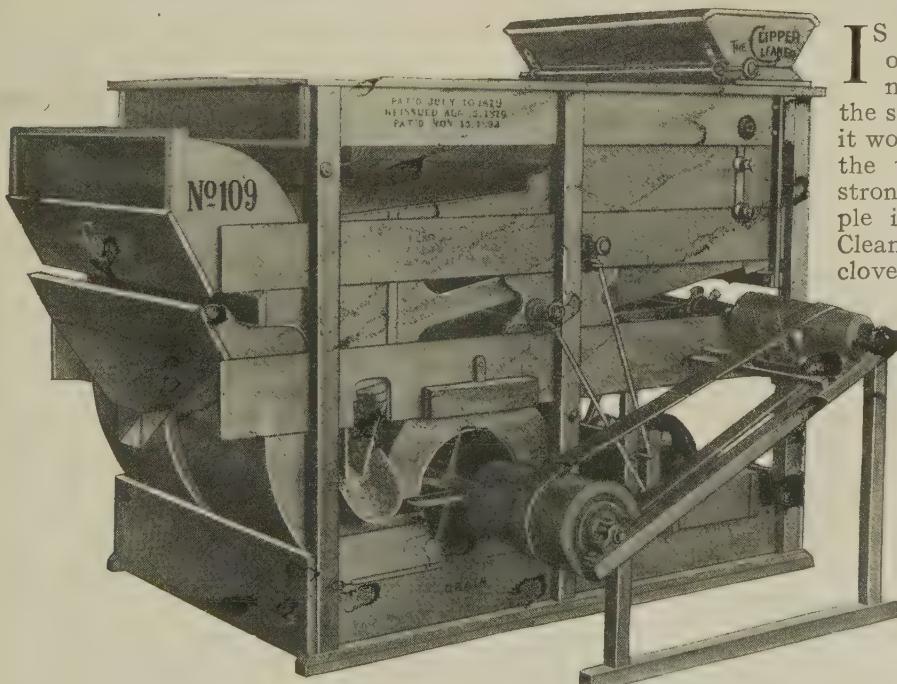
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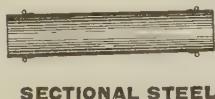
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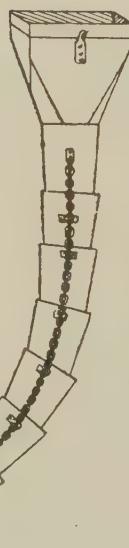


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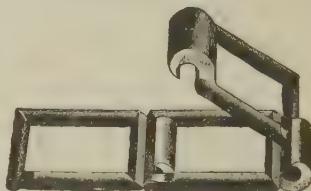
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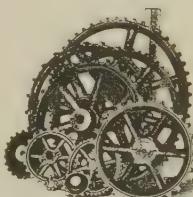


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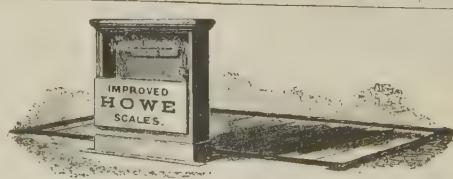
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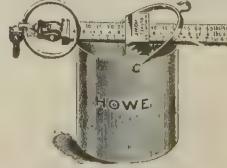
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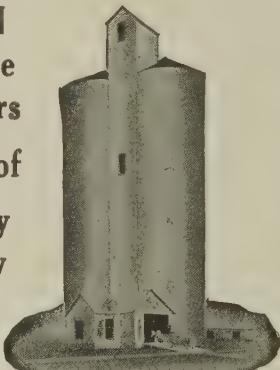
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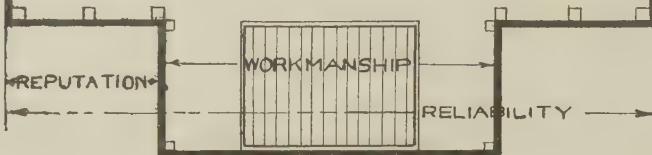
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8,000	"	2,500	"	3,500
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25,000	"	4,500	"	8,600
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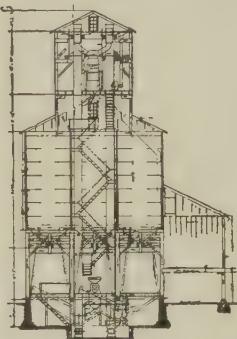
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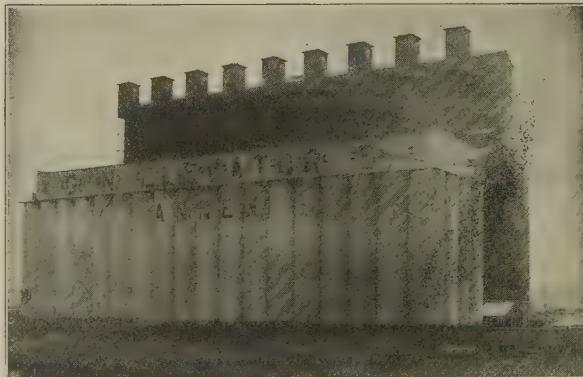
We have every facility for planning for anyone desiring a modern grain elevator, complete working plans and specifications.

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2,250,000 Bushels Capacity

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does not require time or labor in operating, is in the road in the sink or in driveway. It is simple, durable and easily attached to any drop dump. All prominent elevator contractors recommend it.

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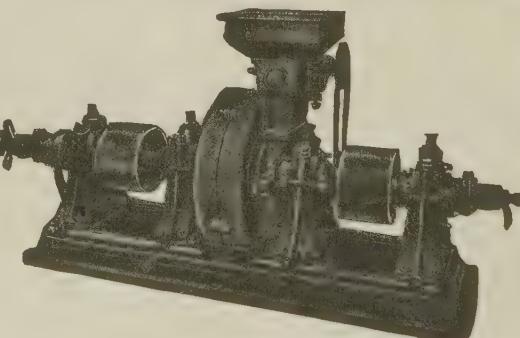
## Your Profits

at the end of the year are shown by the amount of cash you have. You will find the feed grinding end of your business very profitable if you have a

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Let us prove it to you by sending you one on trial. **WRITE US**

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In the purchase of a feed mill you should without fail consider

The **STRENGTH**  
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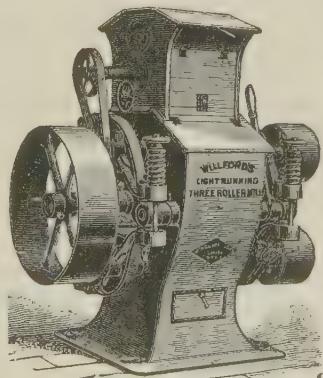
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They take the least power.

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Live weevil plus a little Fuma equals dead ones every time.

Fumigate Your Elevators and Mills With  
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The only satisfactory method of treating grain in the bin; kills all insects, weevils, moths, etc.

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It is the product of thorough study and investigation by experienced machinists and experimenters, who studied alfalfa grinding under various conditions.

It leaves the alfalfa in the most desirable condition for feeding purposes and can be run with any ordinary power.

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Western Office  
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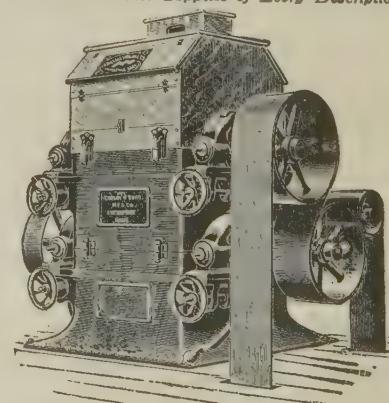
## BIG CAPACITY Corn and Feed Mill

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Mill and Elevator Supplies of Every Description



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LOAD ALL KINDS OF GRAIN

Elevator men who use gravity loading often wonder at the low grading at destination. The reason is that by gravity the light grain falls near the car door.

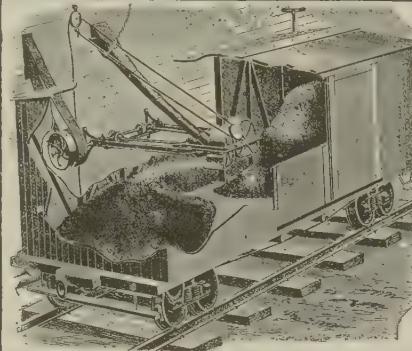
Actual tests have demonstrated a difference in bushel from this cause of from 2 to 3 pounds per weight. But this is overcome with a

CHAMPION CAR LOADER

The mechanism of this machine is such that the grain going into the easing all together, the light with the heavy, is forced by the rotary to the extreme end of the car. This is an important factor in proper loading and the only way to get a fair grade at destination.

The Champion has other advantages.  
Write us for full particulars.

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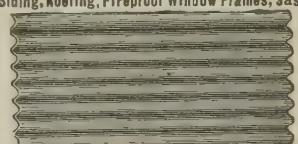
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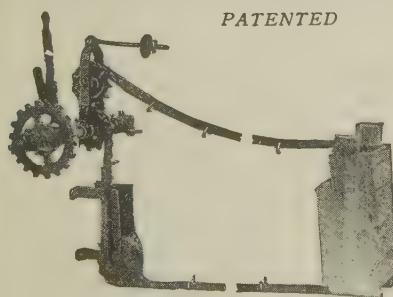
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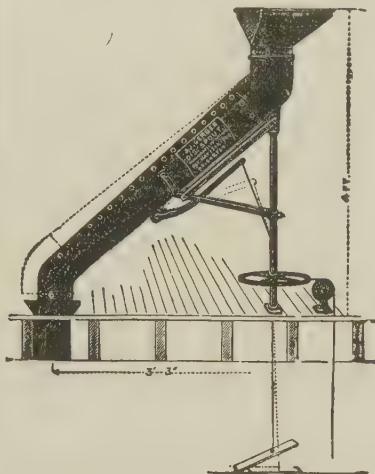


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That is what you get when you buy the **GERBER IMPROVED** No. 2 **DISTRIBUTING SPOUT**. Can be operated from working floor.



Prevents mixing of grain. It's like trading dollars when you buy this spout for you get full value for every cent spent. I make a specialty of Elevator and mill spouting. Write for particulars.

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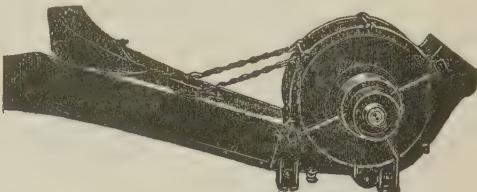
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Speeded, spaced and proportioned correctly. The greatest possible capacity perfectly handled, without stopping, without choking, without backlegging.

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The ONLY Machine That Will Clean and Load at the Same Time.

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The ONLY Car Loader With Automatic Loading Spout Which Insures Even Distribution of Grain in All Parts of the Car.

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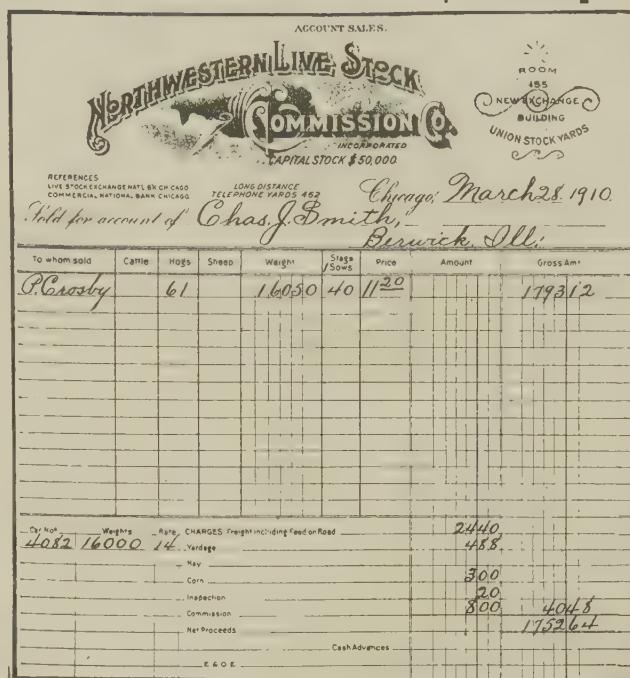
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Are you assured of a Square Deal every time?

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For particulars see the  
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If you do not wish neighbors to know your elevator is for sale, you can have replies come in our care and we will forward them daily.

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bad  
you  
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“stung”  
on  
that  
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cleaner.*

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*Buy  
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Reliable  
**BEALL**  
Cleaner.*

You will be proud to show it to others especially years hence.

# The Beall Improvements Co.

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All sizes; any grade fuel.  
The Elevator and Grain trade our specialty.  
The Witte represents the highest perfection in accuracy and mechanical workmanship.  
All valves vertical and self-seating.  
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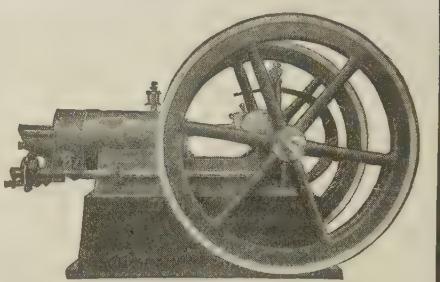
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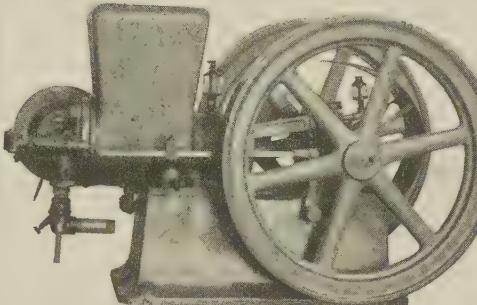


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This engine is unique in its simplicity. It is absolutely down to bed rock on working parts, and still it has all the essential features of a first class four cycle engine. The valves are in the head, the inlet valve being opened mechanically. There are no gears, cams, and no gasoline pump to bother. The gasoline is fed by suction. High grade Jump Spark ignition. For its weight and size this is the most powerful engine on the market today. 4 H. P., 6 H. P., and 8 H. P. sizes. The price is right—let us book your order.

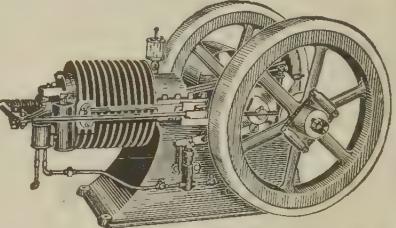
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## FOOS GAS AND GASOLINE ENGINES

Have reached their present state of perfection as a direct result of 22 years experience in manufacturing them. These engines are built in the largest exclusive gas engine plant in America where they have the advantages of complete superintendence, and the best shop equipment. Catalogue No. 20 explains points of great interest to prospective engine purchasers. send for it. Horizontal and vertical 7 to 500 HP.

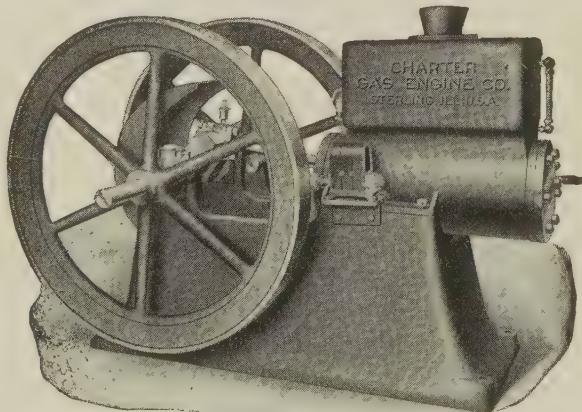
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If not, then do not burn it in your Gas Engine. This fanless and waterless Gas engine will run on  $\frac{1}{2}$  less gasoline than other make. Prove it yourself 30 DAYS FREE TRIAL. Write  
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## Original Gasoline Engine of the World

100 H. P. and smaller for All Kinds of Work

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are particularly adapted for use in mills and elevators. They develop full rated horse power with a minimum fuel consumption. They have many advantages as economical power producers wherever a

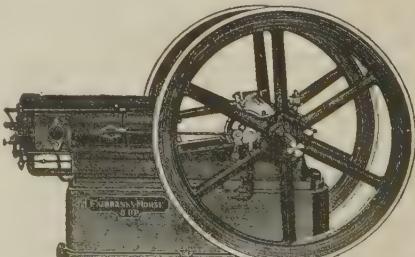
## Steady, Reliable Power

at low cost is needed. Requires no skilled attendant. Easily started or stopped by anyone with ordinary intelligence.

Many of our engines have been in successful operation for 20 years, which demonstrates their durability.

We make special types for each class of service, in sizes from 1 to 500 H. P.

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# EDISON ZBSCO PRIMARY BATTERY FOR RELIABILITY AND ECONOMY

The position of the elements practically eliminates internal resistance and prevents polarization. Being "assembled-in-one" they save 50% in cost of attendance, and cost less to maintain than any other batteries made.

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## U. S. MOISTURE TESTERS

Ask us about them

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## Perforated Sheet Metal

We have a first class up-to-date plant for the manufacture of perforated metal, and can fill orders promptly. Our prices are right, and we furnish goods which we guarantee to be the best. A screen that lays flat and fits the frame not only does better work but increases capacity. We know how to make them. Prompt shipment is our rule.

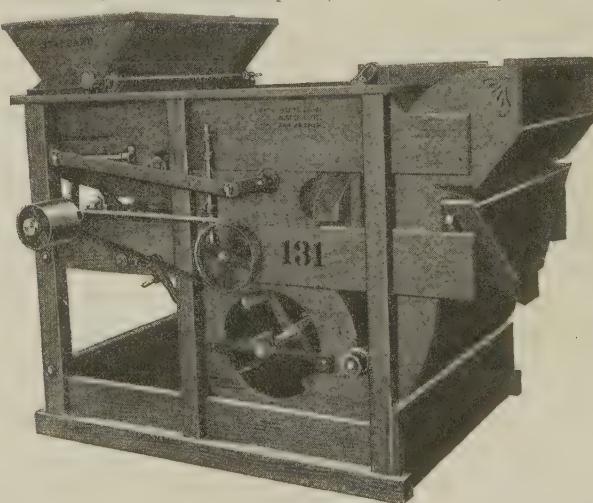
**The Strong-Scott Mfg. Co.**  
Minneapolis, Minn.  
Northwestern Agents for  
**Richardson Automatic Scales**  
**Invincible Cleaners**  
**Knickerbocker Dust Collectors**

## You give the problem. We the solution

Wise Seed handlers are doing this same thing every day. Asking us how they can reduce their expense, and yet, have better their productions. Our answer is the following: install a cleaner which does not consume much power, one that is durable, one that is simple to operate, and the most important thing is, install a cleaner that positively cleans the seeds. The only Cleaner containing all these essential parts is the

### THE STANDARD SEED AND GRAIN CLEANER

The demand for clean seeds by the field seed buyers, who are fast realizing the advantages of handling clean seeds, assures you better results. Profit by the experience of others, and send your problems to us.



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A book invaluable to the country grain shipper for keeping a detailed record of his sales, shipments and returns. Its use will save much time and book work. The pages are ruled for recording SALES and SHIPMENTS; the right-hand pages for RETURNS. SALES column headings are Date, Amount Sold, Price, Grain, Terms. SHIPMENTS headings are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. RETURNS headings are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks. Each of its 152 pages of heavy linen ledger, is 10½ x 16½ inches, contains lines so that records of over 2,200 cars can be entered. Bound in heavy canvas. Order Form 14AA. Price \$2.00.

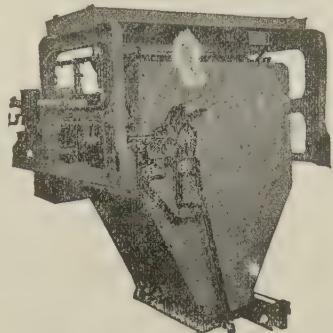
**GRAIN DEALERS JOURNAL** - 255 La Salle St., CHICAGO, ILL.

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4000 In Use

"ENOUGH SAID."

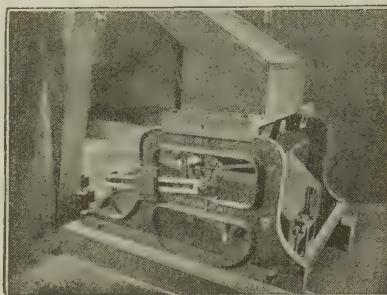
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Would you trust the handling of your BANK ACCOUNT  
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Best Scales Made For  
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Only Scales Made Arranged to Hang in SOLID STEEL FRAMES

## Grain Storage Receipts

Designed to be used by country  
elevator men, who store grain for pa-  
trons, in keeping a record of grain  
stored.

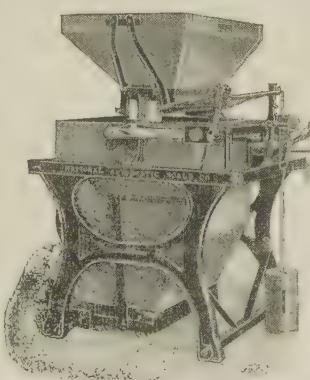
These receipts are numbered in duplicate,  
two on a page, with perforation between for  
easily tearing apart. The receipt is signed by  
the elevator man and shows he has received  
in store of ..... net bus. .... Wheat  
to be stored and insured under following con-  
ditions, etc.

The stub is used for recording the name of  
the owner of the wheat, the number of gross  
bus., dockage bus., and net bus. and lbs.,  
grade and dockage per bu.

Each book contains 50 receipts  
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Order form No. 4. Price 50 cents.

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That's the way so many orders come shortly after shipment of their first

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Its use at once demonstrates the great saving effected. Order one now.

Price, \$10.00  
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We also make Line Shatt Clutches for elevator work.

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**Claim Losses Prevented**

by TYDEN SELF-LOCKING CAR SEALS bearing your name and consecutive numbers. Thousands of shippers use them. Write for samples and prices.

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Chas. J. Webb, Gen'l Sales Agent,  
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**GRAIN DRYERS**



Are easily controlled,  
Continuous in operation,  
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Results are Uniform.

All our claims are fully substantiated.  
Any percentage of moisture can be removed.

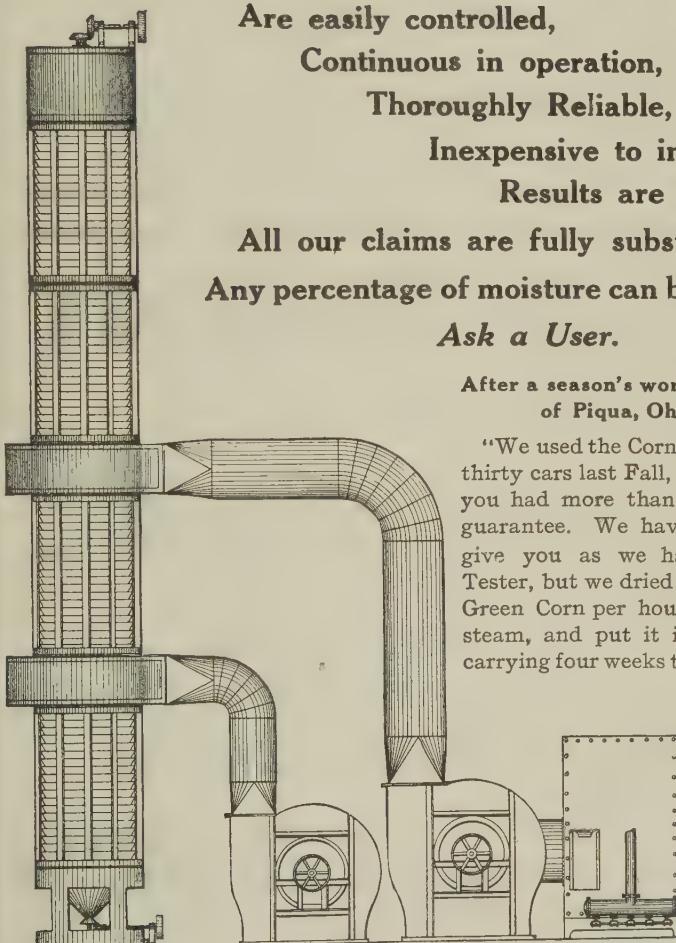
*Ask a User.*

After a season's work, C. N. Adlard,  
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"We used the Corn Dryer on about thirty cars last Fall, and found that you had more than exceeded your guarantee. We have no figures to give you as we had no Moisture Tester, but we dried 160 bushels of Green Corn per hour with 30 lbs. of steam, and put it in condition for carrying four weeks to New England.

Our Broker said we had the best corn that had arrived in that section.

We would not be without the Dryer at any cost."



*Sole Manufacturers*

**THE S. HOWES COMPANY**  
Grain Cleaning Machinery Specialists  
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**Claus-Bland Mfg. Co.**

Successors to  
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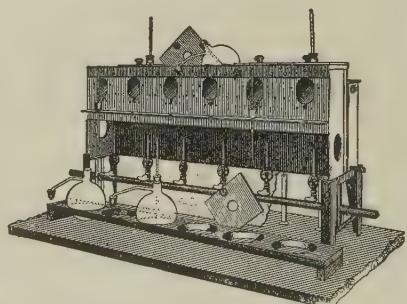
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OF ALL KINDS**

We are offering some  
Special Bargains in  
Pulleys, Belting,  
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**Moisture  
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**BROWN & DUVEL'S**

For Accurate Determination of the Percentage of Moisture contained in Grain and Other Substances.

Adopted as Standard by the U. S. Department of Agriculture, the Standing Committee on Methods of Seed Testing of the Association of American Colleges and Experiment Stations.

In use by all U. S. Grain Standardization Laboratories.

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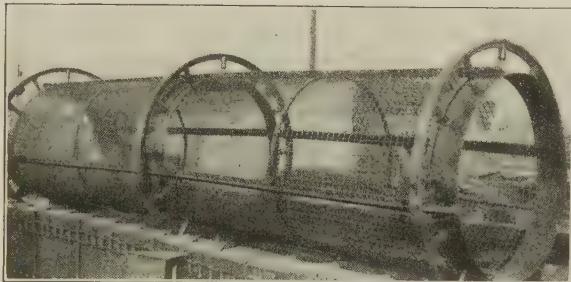
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**LINCOLN COAL**

6-inch Lump passes over this 36 ft. Shaker Screen.



6x3 Egg and 3x1½ Nut pass through this 30 ft. Revolving Screen.

Screenings and impurities are taken out before the coal is loaded.  
Write for delivered prices.

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**COAL!****Lill-Robinson Quality**

is MORE than the standard; it is the best! When you buy

**“L-R” Coal**

you not only get the very best the market affords, but you get even more than this. You get

**Lill-Robinson Service**

This means that when you order coal from the “L-R” Company, you get “what you want when you want it,” and if you have had much experience in buying coal you know what this means. We are shippers of the very best coal from the following fields:

“ECONOMY” 6” Lump and Egg and 3” Nut, Franklin County, Illinois.

CARTERVILLE 6” Lump and Egg and 3” Nut, Southern Illinois.

“GOOD WORTH” Lump, Egg and Nut, from Indiana.

LONE RIDGE POCAHONTAS from West Virginia.

SUNDAY CREEK HOCKING, Ohio.

Write us for delivered prices at your station.

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215 DEARBORN ST., CHICAGO

Long Distance Phone, Wabash 3288—ALL DEPARTMENTS

**IMMEDIATE SHIPMENT**

VIA ALL LINES

**HARRISBURG COAL**

DOMESTIC LUMP over a 6-in. Shaker Screen

DOMESTIC EGG through a 6-in. and over 3-in. Shaker Screen

DOMESTIC No. 1 NUT through a 3-in. and over 2-in. Revolving Screen

**We Load Sealed Box Cars**

Operators also in the following fields: Linton No. 4, Green County, Ind.; Springfield, Ill.; Clinton, Ind.; Fairmont, W. Va.; Cambridge, Ohio

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General Offices  
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209 Lumber Exch.

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The rate for advertisements in this department is 15 cents per type line each insertion

## MACHINES FOR SALE.

MARSELLES CORN SHELLER for sale. Absolutely new, never installed. J. B. Horton & Co., Memphis, Tenn.

**FOR SALE.** Five large steel elevator boot tanks. Good condition, water tight, low price. Write R. E. Jones Co., Wabasha, Minn.

**ONE NO. 8 MONITOR** scouring machine, one Wolf patented inter-elevator flour dresser and one Unique flax grinder for sale. All in good shape, the last two nearly new. Address United Grain Co., Minneapolis, Minn.

**MACHINES FOR SALE.** One 18" Engleberg Hallstead attrition mill, one 24" Foos mill, two 24" Cogswell attrition mills, one 34 h.p. Miami gas or gasoline engine, one style N. Foos grinder, one No. 7 Bowsher and one No. 10 Bowsher feed mill, one 18x32 automatic steam engine, 100 to 150 h.p. The Orville Simpson Co., Successors to Straub Machinery Co., Cincinnati, Ohio.

**SECOND HAND FOR SALE**—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foos; 1-19" Foos; 3 pair high roller mills; 2-9"x18" Noye, gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfree, belt drive; 1-7"x15" Alfree, 2 high roller mill. Separators: 1 No. 1½ Barnard & Leas millling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

**MACHINES FOR SALE.** 1 No. 9 Monitor dustless double barley separator, 1 No. 8 Monitor special barley separator, 1 Rochester flax grain & seed cleaner, 2 No. 5 Clipper grain & seed cleaners, 2 double car unloaders, 1 car puller, 4 friction clutch pulleys, 2 distributing spouts, 6 day dust collectors and 1 fan, 6-500 bu. Fairbanks scales, 1 4 h. p. steam engine, 1 fire pump, 1 heater and purifier, 6 hopper tanks for elevator boots, 4,000 very good elevator buckets, 1 26-inch rubber drive belt, 2 26-inch rubber conveyor belts, 2 24-inch rubber conveyor belts, 1 20-inch elevator belt, 300 perforated zinc sheets new and second hand, 300 small rope sheave guides. We guarantee all machines to be in good condition. Write for what you want and you will be surprised at our low prices. La Crosse Wrecking Co., La Crosse, Wis.

**SECOND HAND MACHINERY.**—We offer the following Rebuilt Machinery at greatly reduced prices (subject to prior sale): Largest stock in the world. Separators—Big lot large and small capacities.

**Feed Mills**, 7x14 two pair high and 7x14 three pair high Nordyke & Marmon, 7x14 three pair high Richmond, 9x14 two pair high Allis, 9x24 two pair high Barnard & Leas, 9x18 three pair high Noye, and 9x30 3 pair high Wolf.

**Roller Mills**, 9x30 and 9x18 Stevens single; 9x18, 9x24 and 9x30 Allis, Stevens, Barnard & Leas, Nordyke & Marmon, Case double and 300 more of various makes and sizes.

**Attrition Mills**, 19 inch, 24 inch and 26 inch Foos, 30 inch American.

**Corn Crushers**, No. 7 and 10 Bowsher; No. 1 Foos; No. 2 Triumph, No. 14 Economy.

**Elevator Belts**—A big lot with buckets attached of various lengths and sizes.

**Pulleys**—A big lot, both wood and iron, from 3 inch to 10 ft. in diameter.

Write for Catalog No. 66 G.

**B. F. Gump Co.**, Mill and Elevator Machinery, 431 S. Clinton St., Chicago.

## MACHINES FOR SALE.

260 HEAVY ELEVATOR BUCKETS 12"x7", for sale cheap. P. H. Pelkey, Box 3147, Wichita, Kansas.

**WESTERN SHELLER**—Has been used very little; as good as new; will sell cheap. Address H. M. Hobart, 406 Cham. of Com., Detroit, Mich.

**MACHINES** not in use can quickly be sold by an advertisement in the "Machines For Sale" column of the Grain Dealers' Journal, Chicago, Ill.

**COMPLETE AND UP TO DATE** machinery including Corliss power plant for an 80 bbl. flouring mill, Barnard & Leas system. Owners wish to dismantle building for other purposes. A bargain for cash. Address Clover Leaf, Box 3, Grain Dealers' Journal, Chicago, Ill.

## MACHINES WANTED.

**WANTED**—One controllable drop dump, dump irons. W. D. Rapp & Son, Sabina, Ohio.

## GASOLINE ENGINES.

**ONE 50 H. P. IMPROVED MILLER GAS** engine for sale. Gregory Electric Company, 16th & Lincoln Sts., Chicago, Ill.

**TWO GASOLINE ENGINES** 15 h. p. each, Fairbanks-Morse and Witte, for sale cheap. Jos. Turk Mfg. Co., Bradley, Ill.

**ONE OLDS GAS ENGINE**, 25 h. p., in good condition. Will sell at a bargain. Address Starks & Plunkett, Perry, Mich.

**FOR SALE AT A BARGAIN** new and second hand gas and gasoline engines from 10 h. p. to 65 h. p. Muncie Gas Engine & Supply Co., Muncie, Ind.

**ONE 15 H. P. FAIRBANKS** gasoline engine in good running order for sale at a bargain if taken quick. Address F. W. Scanling, Chrisman, Ill.

**IF YOU HAVE** a gasoline engine for sale advertise in the "Gasoline Engines" column of the Grain Dealers Journal and get quick results.

**BEFORE YOU BUY**, let us know what your power requirements are as we are sure to have just what you want in our stock of slightly used high grade gasoline engines. Gas Power Engineering Co., Milwaukee, Wis.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.

25 H. P. Columbus.

25 H. P. Fairbanks-Morse.

22 H. P. Fairbanks-Morse.

15 H. P. Fairbanks-Morse.

12 H. P. Fairbanks-Morse.

6 H. P. Fairbanks-Morse.

4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## BUILDING MATERIAL.

**2 MILLION FT.** 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stoney Island Ave., Chicago.

**FOR SALE CHEAP**, 3 million ft. 2x6, 2x8 W. P. cribbing, long timbers, corrugated iron; also 21 Fairbanks-Morse scales. Ruel & Carr, Wreckers, Toledo & Wabash Elevator No. 5, Foot Courtland Ave., Toledo, Ohio.

## STEAM ENGINES—BOILERS.

**150 H. P. ATLAS CORLISS ENGINE** and steam boiler 100 lb. pressure for sale. In use two years. J. B. Horton & Co., Memphis, Tenn.

**ONE 30 H. P. FIELD GASOLINE** engine, one 16 in. Monarch attrition grinder, 8 h. p. steam engine, 8 h. p. Lewis gasoline engine, hot tube, for sale or trade. Address J. S. McDougall, Clarion, Iowa.

**TO EXCHANGE**—Frost steam engine, 15 h. p., good condition, one Barnard & Leas barley separator and scourer, one flax reel for gasoline engine large enough to run a hay press. Write Box 794, Osage, Iowa.

**REBUILT ENGINES AND BOILERS.** ENGINES—CORLISS: 20x48 Whealock, 18x36 Ohio Heavy Duty, 14x42 Hamilton, 14x36 Vilter, 12x36 Allis, etc.

ENGINES—AUTOMATIC: 15x14 Erie, 14½x16 Buckeye, 11x16x12 Buffalo Compound, 13½x15 Taylor, 13x16 Erie, 13x12 Harrisburg-Ideal, 13x12 Phoenix, 12x14 Green, 12x12 Armington & Sims, 11x16 Atlas, 10½x14 Buckeye, 10x14 Noyes, 9x12 Russell, 7x10 Atlas, etc.

ENGINES—THROTTLING: 16x22 H. S. & G., 14x18 Sinker-Davis, 14x14 Lewis Vertical, 12x16 Reed, 12x14 Gibbs, 12x12 Wells, 10x16 Bass, 10x12 Oil Well, 9x12 Ball, 9x10 Reed, 8½x12 Leffel, 7x10 O. & S., 6x8 Industrial, etc.

BOILERS—STATIONARY: 72x18 high pressure, 72x18 standard, 72x16, 66x16, 60x16, 60x14, 54x16, 54x14, 48x14, 44x14, 44x12, 42x12, 36x16, 36x12, etc.

BOILERS—FIRE BOX: 100, 80, 60, 50, 40, 35, 30, 25, 20, 16, 12, 10 and 8 h.p., etc.

BOILERS—VERTICAL: 50, 40, 35, 30, 25, 23, 20, 16, 12, 10 and 8 h.p., etc.

BOILERS—VERTICAL: 50, 40, 35, 30, 25, 20, 16, 12, 10, 8, 5 and 3 h.p., etc.

HEATERS: All sizes, open and closed.

PUMPS: All sizes, single and duplex.

MISCELLANEOUS: Saw mills, lath mills, edgers, cut-off saws, re-saws, blowers, exhaust fans, tanks, etc. Write for list. Also full assortment of new machinery. Sole manufacturers of the celebrated "Leader" Injectors and Jet Pumps. Send for circular. The Randle Machinery Co., 1748 Powers St., Cincinnati, Ohio.

## SCALES FOR SALE.

**SCALES** for elevators and mills, lowest price. Chicago Scale Co., Chicago.

**FAIRBANKS AUTOMATIC SCALE** for sale. Capacity 1,250 bus. per hour. Perfect condition. Howe Elevator Co., Howe, Nebr.

**SCALES** of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

**FOR SALE CHEAP**—Good 42 ft. 60 ton Standard railroad scale, also 22 h. p. Fairbanks-Morse gasoline engine. Write for particulars. Grayson Mill & Grain Co., Van Alstyne, Texas.

**FAIRBANKS R. R. TRACK SCALE** for sale. Will weigh any 36 ft. car and capacity over 100,000 lbs. In good working order, but have no more use for it. Schug & Horn, Monroeville, Ohio.

## BOOKS FOR SALE.

**THE GRAINMAN'S ACTUARY**, the book for grain dealers, receivers, shippers and commission merchants. Price \$1.00 post paid. Henry J. Nobbe, Nokomis, Ill.

## ELEVATOR SUPPLIES.

**GRAIN TESTERS**—Three sizes, one pint, one quart, and two quarts. Guaranteed correct, sent on trial. Write for prices. A. S. Garman Co., Akron, O.

## ELEVATORS FOR SALE.

HAMBURG, MICH. Elevator for sale. Only elevator in town. Address J. J. Watkins, Hamburg, Mich.

KANSAS. For sale 12,000 bu. elevator on Mo. P. R. R. Good wheat and corn territory in Rice Co. Price \$4,200. For particulars address J. F. Schmidt, Geneseo, Kansas.

SOUTHWESTERN IOWA elevator and coal business for sale in town of 1,500. Good territory; on own ground. Address I. R. V., Box 10, Grain Dealers Journal, Chicago, Ill.

EAST ST. LOUIS, ILL.—150,000 bu. capacity frame cribbed elevator for sale. Thirty bins, steam power fully equipped with brick warehouse 90x150 ft. If interested write Williams & Fitz-Hugh Company, Memphis, Tenn.

SOUTH DAKOTA. Will sell for cash only, two elevators in adjoining towns in S. D. One elevator and lumber yard combined in No. Dak. Do not write unless you mean business. Address C. W. Derr, Mitchell, S. Dak.

COLORADO—For sale, a line of three elevators, one or all, in three of the leading towns of the great northern Colorado agricultural district. Wholesale and retail flour, hay, grain and coal. Address Box 937, Fort Collins, Colo.

KANSAS—For sale, elevator, coal, feed and hay business. Handle annually 200 cars of grain. A snap if taken at once. Price \$5,000 net, can give terms. Address O. N. D., Box 3, Grain Dealers Journal, Chicago, Ill.

LUPUS, MO.—8,000 bu. capacity new cribbed elevator for sale in grain belt; no competition; also five room dwelling, barn and 20 acres of good land. Will sell one or both. Address A. Walker, Lpus, Mo.

FOR SALE AT A SACRIFICE. 3 elevators on the Santa Fe between Chicago and Ft. Madison. The one doing the best business will be sold separately if desired. Here is a fine chance for a grain man. Address Sacrifice, Box 1, Grain Dealers Journal, Chicago, Ill.

SMALL ELEVATOR, coal and cement block business for sale. Buildings new and complete; 35 h. p. gasoline engine, 5 stands of elevators, meal and feed mills. Location splendid. Price right. Full particulars upon application. Address W. H. Allenbaugh, Greenup, Ill.

CAVALIER CO., N. DAK. A good 35,000 bu. capacity elevator for sale in Cavalier Co., N. D. House on good repair and first class in every respect. Crops good; will make terms. Must sell on account of wife's health. Address A. P. R., Box 4, Grain Dealers Journal, Chicago, Ill.

SOUTHWESTERN MINNESOTA. Line of elevators in Southwestern Minn. for sale. Doing a good business. Local and crop conditions never better; houses in good repair, equipped with all modern machinery. Full particulars on application. Address Minn., Box 4, Grain Dealers Journal, Chicago, Ill.

ELEVATOR IN CENTRAL ILLINOIS on I. C. R. R. Has done 300,000 bu. business since July 1st, 1910; this is a modern 22,000 bu. capacity cribbed house, on owner's land; has a new corn crib with dump for 5,000 bu. ear corn. Price \$7,500. Owner wishes to go west reason for selling. Address A. D. A., Box 3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR IN ALLEN COUNTY, OHIO, for sale. Capacity 16,000, good shipping for grain, hay and seed, handling 150 cars of grain annually; coal sheds in connection. Practically new elevator and equipped with up to date machinery. Good reasons for selling. Will give possession at once. Address Allen, Box 10, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

IF YOU WANT to sell your business write to the Manager of the Want Dept., Grain Dealers Journal, Chicago, Ill.

EMERSON, IOWA. 30,000 bus. capacity cribbed elevator and ice plant for sale. Both doing a good business. No trades considered. Address J. W. Crawford, Emerson, Iowa.

WESTERN OHIO—15,000 bu. elevator and 150 bbl. mill combined. Splendid plant; 160 h. p. engine; good grain territory, shipping 200 cars grain annually. Address H. B., Box 3, Grain Dealers Journal, Chicago, Ill.

WESTERN OHIO. For sale 15,000 bu. elevator and 75 bbl. flour mill combined with coal business. No competition. Well located in western Ohio. Inspection solicited. Price \$7,500. E. C. Brungard, Big Springs, Ohio.

ELEVATOR IN NORTHERN IOWA doing good business, no competition. Past results will show property will pay a high rate of interest on the investment. Cash trade only. Address Iowa, Box 5, Grain Dealers Journal, Chicago.

NEW ILLINOIS ELEVATOR of 15,000 bu. capacity for sale. Only house at station. Ships 80,000 to 100,000 bu. per year. Can engage in coal or lumber without competition. Extra bargain. Address S. A. B., Box 1, Grain Dealers Journal, Chicago.

KANSAS—15,000 bu. elevator on Mo. Pac. for sale. Cleaner, hopper scales, double dumps, etc. Good soft wheat territory; good shape, easy competition; insured \$3,000, price \$3,750. For other bargains write us. Address Desk No. 4, 205 Sedgwick Block, Wichita, Kansas.

OKLAHOMA. For sale, elevators and storage aggregating 65,000 bu. located at three best points on the O. C. R. R. Country new and fast developing. Doing good business in corn now. Price \$8,000. Good terms if desired. Address G. F. B., No. 104 Exte. Bldg., Kansas City, Mo.

WESTERN OHIO corn belt elevator for sale. Favorably located, doing a very profitable business in grain, hay, seed and coal. An excellent town of 1000, two trunk line railroads; plant is good as new and modern. A bargain for you if you will write today. Address Buckeye, Box 11, Grain Dealers Journal, Chicago, Ill.

MEMPHIS, TENN.—125,000 bu. capacity elevator for sale. Brick building, three stories 70x300 ft. with 33 bins through center of the warehouse; electric power; well located. Elevator property covers  $\frac{1}{2}$  space of building, balance warehouse. If interested write Williams & Fitz-Hugh Company, Memphis, Tenn.

ILLINOIS. For sale 10,000 bu. cribbed elevator handling 200 M bu. grain annually, together with coal, lumber, tile, hay and other paying lines. 7 h. p. Charter gas engine. No competition. Have good reasons for selling. If you want something first class this is it. Address N. N. E., Box 11, Grain Dealers Journal, Chicago, Ill.

THAYER COUNTY, NEBR. Elevator for sale in wheat and corn belt. Large crop to move this year; nearly all grain is marketed; no cattle feeding; only two elevators in town of 1,200; good school and churches; last year's business 110,000 bu.; can be increased; also coal can be added. Best opportunity in state. Address County, Box 9, Grain Dealers Journal, Chicago, Ill.

NORTHWESTERN OHIO. For sale 16,000 bu. capacity cribbed elevator equipped with up to date machinery, practically new. Good shipping for grain, hay, seeds and wool; also flour and feed business in connection and coal can be added. Good location, in town of about 1,200. Good opportunity for someone; price reasonable for quick sale; reason for selling, have other interests. Full particulars upon application. Address Chance, Box 2, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

IOWA—For sale or exchange, elevator. Only one in town. Write P. O. Box 193, Webster City, Iowa.

TWO ELEVATORS OF 25,000 and 12,000 bus. capacity for sale. Doing good business, good territory. Address Pearson & Hayton, Marshall, Okla.

NORTHEAST KANSAS. Good elevator for sale. Doing good business; good competition. Address F. H. C., Box 1, Grain Dealers Journal, Chicago, Ill.

NORTHEASTERN ILLINOIS—For sale, \$6,500 or rent \$75 per mo., 30 M. cribbed first class elevator. Receipts about 200,000. No competition. Address M. E. Y., Box 3, Grain Dealers Journal, Chicago.

ILLINOIS. For sale elevator doing good profitable business. Investigate. No trade. Unless you are cash buyer, don't answer. Address K. S. S., Box 1, Grain Dealers Journal, Chicago, Ill.

EASTERN INDIANA. Elevator and mill for sale. Storage capacity 50,000 bu. mill capacity 150 bbls.; modern up to the minute; city of 35,000, only two mills; six railroads; track siding at mill door. For further particulars address F. O. Box 36, Muncie, Ind.

OHIO. I have three elevators for sale in the best shipping counties in Ohio, located in Wood County, Henry County and Putnam County. They ship from 75,000 to 175,000 bu. per year; will sell right or trade for farm land. Address Lock Box 54, Deshler, Ohio.

SOUTH CENTRAL NEBR.—For sale, 12,000 bu. capacity elevator on C. R. I. & P. Ry.; grinder in connection, new automatic scale. Good coal and sand business in connection; good grain point; good competition; price \$3,800. Address Nebr., Box 3, Grain Dealers Journal, Chicago, Ill.

SOUTH DAKOTA—20,000 bu. elevator and coal business for sale. Plant practically new; location best in county seat town; grain receipts 500,000 bus.; full set cleaners, 8 h. p. gas engine; coal capacity 200 tons. Owner leaving town account illness. Inquire F. H. Flaten, 500 Lumber Exchange, Minneapolis, Minn.

INDIANA—For sale, 14,000 bu. grain elevator. Gasoline power, corn cribs attached, also hay and barn 60x80 ft. equipped for handling loose and baled hay. Located at New Haven, Ind. Place in first class condition and doing a nice business. Will sell to a reliable party on a basis of \$1,000 cash, balance \$50 per month. This place can be made to pay for itself and a handsome profit beside. Address The Raymond P. Lipe Co., Toledo, Ohio.

KANSAS. For quick sale 10,000 bu. capacity grain elevator. Two large cement dumps, ear corn or threshed grain, fine sheller, cleaners, grinder, gas engine and everything necessary for successful handling of all kinds of grain; gravity lead to sheller. Is doing heavy business and in excellent condition. Owner did more than \$160,000 worth of business last year and cleared more than \$5,000 net. Best location in Kansas, being in Sumner Co. Best grain section in the west. Price \$6,500 cash for quick sale. Could give terms on part. Address F. L. D., Box 7, Grain Dealers Journal, Chicago.

CENTRAL ILLINOIS grain and coal business for sale. Good 25,000 bu. elevator located on private ground; equipment complete and modern; 22 h. p. gasoline power; everything first class shape; handle from 175,000 to 200,000 bu. yearly; margins and competition strictly O. K.; plant pays for itself every two years. Price \$9,500, part cash; fine coal business pays running expenses of elevator; elegant location in town of 2,000 pop.; this town makes an ideal home. Retiring from business reason for selling. Invite close investigation. This is your bargain if you are quick. Address K., Box 3, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**INDIANA.** For sale 50,000 bu. elevator in Ind. Will handle 90,000 bu. corn, 25,000 bu. wheat; in good town; no competition. Price \$11,500. Address M. J. W., Box 2, Grain Dealers Journal, Chicago.

**IOWA.** 15,000 bushel elevator in good grain territory for sale. Doing good business; no farmers competition; one competitor. This is a bargain. Address P. I. D., Box 2, Grain Dealers Journal, Chicago, Ill.

**NORTH DAKOTA.** 30,000 bu. elevator in best grain belt in N. D. for sale or will sell half interest to an A1 man who can run same. Dump scales, hopper scales and cleaner. Address 334 E. School St., Owatonna, Minn.

**ELEVATOR IN CENTRAL IOWA** doing good business. No competition; large crop to move this year. If you are looking for a good business write for full particulars to R. W. G., Box 2, Grain Dealers' Journal, Chicago, Ill.

**ELEVATOR IN CENTRAL IOWA** for sale. 10,000 bu. capacity; handling 140,000 bu. annually; another good paying business in connection with the elevator if wanted; no competition. If you are looking for a good business address Central, Box 2, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—For sale 35 M. capacity elevator on I. C. Ry. All modern machinery. Handled 300 M. past year; coal business pays running expenses. Price \$13,000. Address H. T. X., Box 3, Grain Dealers Journal, Chicago, Ill.

**INDIANA.** 2 elevators in northwestern Ind. for sale. One has a capacity of 80,000 bu., and the other 18,000 bu. Best of shipping facilities; in good grain section; coal and hay business in connection; handle 500,000 bus. of grain at both stations annually. Reason for selling, wish to retire. For further particulars address T. A. H., Box 2, Grain Dealers Journal, Chicago, Ill.

**WISCONSIN.** For sale cheap in good hay shipping locality, two choice dock lots, both rail and water facilities. One lot has large warehouse 36x60, 18 high, 10 ft. basement. The adjoining lot has office and dwelling for two families. Also 5,000 lb. Cory 5 tumbler safe with 5 tumbler money chest. Scale, trucks and grain box 100 bu. Price, \$3,400. Address Edwin Boettger, Washington & 18th St., Manitowoc, Wis.

**CENTRAL ILLINOIS.** One of the best grain and coal businesses on Ill. Cent. Ry. operating two gasoline elevators in the best of repair; business 500,000 bus. best of competition, none at one station, fine location, also must sell with the business fine modern 8 room home in excellent repair in town of 600. Business profitable, reason ill health. \$25,000. Fine opportunity. Will bear closest inspection. Address H. E. M., Box 1, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS.** For sale 24,000 bu. cribbed elevator in a town of 600, situated on the Big Four R. R. 25 miles from St. Louis in the best grain belt in Ill. Equipped with a 25 h.p. engine and boiler; side tracks front and rear; large warerooms under same roof and lumber yard adjoining. All in good condition and on own ground. No competition. Price \$5,000. Anxious to sell at once. Address Joel Williams, Secy., Bethalto, Ill.

**OHIO.** For sale 30,000 bu. capacity cribbed elevator, also coal sheds, cement house; steam power and all up to date machinery; located in small town, surrounded by some of the best farming lands in the state; good retail trade; sell flour, feed, salt, coal and cement; handle as much or more grain as any elevator of its size; no competition; reasonable price for quick sale. Full particulars upon application. Address E. L. I., Box 2, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**NORTHERN ILLINOIS**—For sale elevator favorably located on St. Paul Rd. Apply to Jno. E. Wright, 712 Royal Insurance Bldg., Chicago, Ill.

### TRUSTEES AUCTION SALE

#### of REAL AND PERSONAL PROPERTY.

In the district court of the United States, southern district of Illinois; in the matter of T. H. Pletsch, Bankrupt, No. 2046. By virtue of a decree in above cause I will sell at public auction Saturday, Feb. 25, 1911, at 2:00 p. m., at the east door of the court house in Bloomington, Illinois, the following described property: One elevator in Parnell, Ill., known as the East elevator, one elevator in Parnell, Ill., known as the West elevator, one elevator in Hallsville, Ill., one corn crib in Parnell, Ill., one corn shed in Parnell, Ill., one-eighth interest in blacksmith shop tools in Parnell, Ill. Lots 1, 2, 3, 4, 5, Block 7, in Hallsville, DeWitt County, Ill. Also any other property of said Bankrupt that may come to my knowledge. Buyers must pay ten per cent of purchase price at time of sale and balance on approval of sale by Hon. R. L. Fleming, Referee in Bankruptcy. For further information call or address J. Y. Chisholm, Trustee, Bloomington, Ill. H. M. Murray, Atty.

## ELEVATORS WANTED.

**WANTED ELEVATOR** handling at least 150,000 yearly in town of 1,500 or more. Iowa, Nebr., or Kansas preferred. Address H. R. S., Box 3, Grain Dealers Journal, Chicago, Ill.

**FIRST CLASS OKLA. OR KANSAS** elevator wanted that will handle not less than 100,000 bu. annually. Address Elevator, Box 3, Grain Dealers Journal, Chicago, Ill.

**IF YOU WANT TO BUY** an elevator make it known to the grain elevator men of the country by advertising in the "Elevators Wanted" column of the Grain Dealers Journal, Chicago, Ill.

**WANT TO BUY** one or two elevators in Ohio, Ind. or Ill. Give full description, kind of elevators, power, total bushels shipped per year, where located, price, etc., in reply. Address Lock Box 54, Deshler, Ohio.

**ELEVATOR WANTED IN EXCHANGE** for \$3,000 equity in half section N. D. land; partly broke, all tillable. Have some cash, if necessary, but unless you have an A1 proposition, don't answer. Price must be right. Address Exchange, Box 2, Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS.

**IF YOU WANT TO BUY** or trade for a good mill or elevator address N. I. L., Box 2, Grain Dealers Journal, Chicago, Ill.

**J. D. CHANCELLOR**, Fowler, Ind. I have a fine line of elevators for sale in Benton Co., Ind., at prices from \$8,000 up to \$40,000 and every one a money maker. Let me hear from you.

**JOHN A. RICE**, Frankfort, Ind. Exclusive elevator broker. Commissions only. Always have the very best offered, all prices, over 600 listed. Reliable and profitable service to both sellers and buyers without exception.

**ELEVATOR BARGAINS** in Central Ind. Best 5 station line of one man houses in grain belt \$60,000. Nets \$20,000 per annum. One county seat bargain \$13,000, nets \$4,000. One county seat, good one, nets \$3,000, for \$10,000. Can suit any buyer out of 800 ele. at from \$3,750 to \$65,000. First class work. John A. Rice, Frankfort, Ind.

## BUSINESS OPPORTUNITIES.

**IOWA.** For sale, first-class grain, coal and implement business. Cash only. Address C. C. I., Box 11, Grain Dealers Journal, Chicago, Ill.

**SAN ANTONIA, TEXAS**—For sale, established good paying wholesale hay and grain business. Good reason for selling. Address Oppenheimer Grain Co., Alamo Bank Bldg., San Antonio, Texas.

**TEXAS LAND EXCHANGE**—I will exchange Texas land with you. I want your coast land in exchange for my fine improved Panhandle section; nothing nicer in Texas. Object is to get my land interests together. Market value \$35 per acre. What do you offer in exchange? L. J. Kaiser, Newman, Ill.

**ARKANSAS**—For sale, a 350 bbl. cornmeal mill manufacturing high grade corn goods, mixing plant and grain business in large capitol city of the south and doing a lucrative city and shipping business; cleared over \$9,000 last season; no other mill within 50 miles; \$10,000 will swing the deal, part time, part cash. This is a chance of a life time for a grain man who desires to step into an established business and make good money from the start. Plant running now. Owner wishes to go west on account of health. Write to B. C., Box 3, Grain Dealers Journal, Chicago, Ill.

## MILLS WANTED.

**WANTED—WATER POWER MILL.** Address Box 52, Independence, Iowa.

## THE EXPERIENCE OF OTHERS

### GRAIN DEALERS JOURNAL

263 La Salle St., Chicago, Ill.

**Gentlemen:**—In order that I may profit by the experience of others in the grain trade, please send me the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty Cents.

Name of firm.....

Capacity of Elevator Post Office.....

.....bus. State.....

## SITUATIONS WANTED.

EXPERIENCED BOOKKEEPER wants position, grain, coal, lumber or general merchandise. Married. J. I. Johnson, Effingham, Ill.

WANTED POSITION. Have had many years experience as manager of elevator. Can give good references. Address J. J. Box 2, Grain Dealers Journal, Chicago, Ill.

WANTED—POSITION AS MANAGER of country elevator. Experienced and capable. Best of references. Address E. T., Box 3, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED AS MANAGER or assistant manager of small line of elevators. Ten years experience. Address Line, Box 2, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION IN ELEVATOR. Used to loading cars and acquainted with the retail business. Prefer West. References. Address George, Box 3, Grain Dealers Journal, Chicago, Ill.

MANAGER OF ELEVATOR, either with a mill or a country station, wants position. Have had 25 years' experience and can give references. Address A. C. P., Box 3, Grain Dealers Journal, Chicago.

MANAGER OF COUNTRY ELEVATOR wants position. Good judge of grain; experienced and capable; can furnish references and surety bonds; married. Address M. G. R., Box 3, Grain Dealers Journal, Chicago.

WANTED—POSITION AS MANAGER of country elevator or grain and lumber combined. Seven yrs. experience in grain and two yrs. of this time handled lumber in connection. References furnished. Address Sam, Box 3, Grain Dealers Journal, Chicago, Ill.

WANT POSITION with good grain firm in St. Louis, Chicago or Kansas City. Have had seven years experience and want to learn more about the business. Am acquainted in southern Kans. and northern Okla. with the grain trade. Address K. R. E., Box 1, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

FIRST CLASS GRAIN MAN wants position. Experienced and capable, married and can give references. Address C. E. Myrick, Gen. Del., Rogers, Ark.

MANAGER OF COUNTRY ELEVATOR wants position. Experienced and capable; married, and can give references. Address E. L. Reed, Hallsville, Ill.

SITUATION WANTED as traveling solicitor, manager grain company handling lumber, hardware, general merchandise, coal. Years practical experience all lines. Address Jack, Box 1, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION AS MANAGER or grain buyer. Have had experience both in the wholesale and retail of grain seed, flour, feed and coal. Am at present employed but wish position where there is chance for advancement. Reference given. Address Buyer, Box 1, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION by young man 33 years old. Have had 11 yrs. experience in grain commission business and 6 yrs. in railroad office work. Have initiative and executive ability and capable of managing any large business. At present employed as manager of branch commission house in the west. Only first class opening considered. Address Fields, Box 3, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

WANTED ELEVATOR MAN experienced in gasoline engines and capable of taking care of machinery and not afraid of work; no boozers need apply; steady job to right man. Address Box 57, Tallula,

## INFORMATION.

READERS DESIRING to learn by whom, or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill.

## GRAIN WANTED.

SALVAGE GRAIN. We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

NEW WHEAT AND OATS of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

## HAY FOR SALE.

HAY FOR SALE—Good wild meadow red top, 40 tons or more. Address C. J. Marple, Churnes, Minn.

## HAY WANTED.

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

HAY & STRAW WANTED—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

## MEAL FOR SALE.

OWL BRAND COTTON SEED MEAL for sale. 41-43 per cent protein guaranteed. Standard for 35 years. Write for our booklet, "Science of Feeding." F. W. Brode & Co., Dept. C, Memphis, Tenn.

## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

## HAY PRESSES FOR SALE.

AT HALF ITS VALUE, one Alligator full circle box hay press and straw press, 17x22, for sale or will exchange for a good lime grinder and pulverizer. H. C. Kyner, Shippensburg, Pa.

## SEEDS FOR SALE—WANTED

## SEEDS FOR SALE.

SEED OATS FOR SALE—Northern white oats, testing 34 to 35 pounds. Write for sample and price, carlots, bulk. Paul Kuhn & Company, Terre Haute, Ind.

SUNFLOWER, CANESEED, KAFFIR corn, milo maize, buckwheat, bran and middlings wanted. Send samples. V. E. Herter, Dayton, Ohio.

FOR SALE—SEED. Pure medium, mammoth and alsike seed. Write for samples and prices. Nathan & Levy, Ft. Wayne, Ind.

SEEDS FOR SALE. Clover, timothy, millet, Hungarian, red top and other field seeds. Write for prices. Illinois Seed Co., Chicago, Ill.

CLOVER SEED FOR SALE—Send for sample. I sell direct to the farmers all over the U. S. If you want some strictly pure recleaned clover seed, write J. F. Ochsner, Nauvoo, Ill.

FANCY OAK RIDGE SEED BARLEY for sale. No better barley was ever raised. Extra clean and heavy, strong in vitality and germination. Now is the time to make arrangements for one or more carloads. Samples and prices on application. Western Elevator Co., Winona, Minn.

CHOICE HOME GROWN CLOVER, medium or mammoth, alsike and timothy. Raised in the best seed territory in the United States. In quantities from one bag to car loads. Samples and prices on request. Ask us about seed oats. The Sneath-Cunningham Co., Tiffin, Ohio.

## SEEDS FOR SALE.

## FIELD SEEDS.

GRAIN AND HAY bought and sold. Nashville Seed Co., Nashville, Tenn.

ALFALFA SEED, grown in Artesian Valley for sale. Also cane, millet and kaffir corn. Write for prices. Meade Grain & Seed Co., Meade, Kans.

SEED CORN. Pure bred Reid's yellow dent, improved leaming, ninety days seed. Discount to dealers. Sold on approval. Samples free. J. G. Huls, Rantoul, Ill.

SEED BARLEY. Write us for samples and price of the best seed barley in the country. Raised on the bluffs of the upper Mississippi. Also clover and alsike. R. E. Jones Co., Wabasha, Minn.

NEW MADRID SEED CORN for sale in car lots. Both white and yellow. Specially selected and put up in even weight branded bags. Jasper, Newsum & Co., New Madrid, Mo.

CAR LOTS OF MINN. NO. 169 bluestem seed wheat for sale. The kind that produced 30 to 35 bu. per acre last season. Also seed oats, barley and flax. Samples on application. St. John Grain Co., Heron Lake, Minn.

SEED CORN. Robert's improved Reids yellow dent. You have heard of this high yielding prize winner before—the highest yielding yellow corn in the world's class of 1909; write for free book explaining how it is raised giving full particulars, prices, etc. Other varieties also. E. D. Roberts, Route No. 1, Red Oak, Iowa.

## SEEDS FOR SALE.

FOR SALE medium red clover seed testing from 96 to 99 per cent purity. The Hayes-Hemmings Co., New London, Ia.

ALFALFA—Buy it direct from the producing section. Ask for samples and prices. The Nebraska Seed Company, Omaha, Nebr.

SEED FOR SALE—Have a carload new Swedish oats, yield 80 to 85 bu. per acre, weighing from 38-40 lb. per bu., raised in Allen County. B. E. Mannix, Ft. Wayne, Ind.

FOR SALE GERMAN MILLET our specialty and we are now ready for business on the new crop. Correspondence solicited. D. H. Clark, Galt, Mo.

FOR SALE—Kentucky grown orchard grass and Kentucky fancy blue grass, fancy and unhusked red top, car lots or less. Louisville Seed Co., Louisville, Ky.

REGENERATED SWEDISH SELECT oats; pure and free from smut; 75c per bu. graded, sacked, loaded on board C. R. I. cars at Rydal or Mo. Pac. at Scandia. Low prices on car load lots. H. A. Bushby, Rydal, Republic Co., Kansas.

SEED CORN PURE BRED grown by us on our own land right in the heart of the corn belt. All corn of choice quality, Reid's yellow dent, improved leaming, Johnson County white dent, improved silvermine, pride of the north and bloody butcher. Can furnish in large or small lots. Write for the free corn book giving full particulars, prices, etc. McGreer Bros., Coburg, Iowa.

# SEEDS FOR SALE—WANTED

## SEEDS FOR SALE.

A FEW CARS each of choice mountain alfalfa and red clover. Vogeler Seed & Produce Co., Salt Lake City, Utah.

MAMMOTH, MEDIUM AND ALSYKE seed for sale. Write for samples and prices. The Elmira Elevator Co., Elmira, Ohio.

SEEDS FOR SALE. Ask for our samples and prices. We are located in the heart of the seed belt. We can fill your orders for car lots or less. Medium mammoth, alsyke, clover, also timothy. If you have seed for sale send us samples. Kraus & Apfelbaum, Columbia City, Ind.

## THE TOLEDO FIELD SEED CO. CLOVER AND TIMOTHY SEED

Consignments solicited. Send us your samples. "Ask for samples of Medium Clover Seed."

TOLEDO, OHIO

## G. S. MANN

SEED BROKER  
715 Postal Telegraph Bldg., Chicago, Ill.

RED CLOVER  
ALFALFA  
TIMOTHY

Have buyers for several cars fancy grades. Mail 2-oz. samples with firm offer.

Red Clover, Timothy, Alsike,  
Mixed Alsike and Timothy.

BUY OR SELL. Send samples stating quantity

THE ADAMS SEED CO.  
Decorah, Iowa

## KRAUS & APFELBAUM

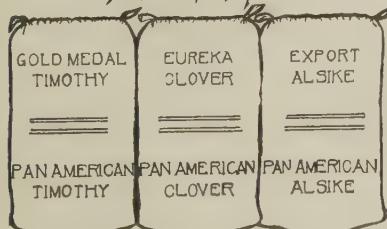
Columbia City, Ind.

### Seeds

Clovers Timothy Alsike

Try us on your next order. We can supply you with car-lots or less. If you have seed for sale mail us your samples.

## Whitney-Eckstein Seed Co. Buffalo, N. Y.



Timothy, Red Clover, Alsike, Alfalfa, White Clover, Crimson Clover, Canada Bluegrass, Redtop, Millets, Lawn Seed, Orchard Grass, Seed Grains, Peas, Popcorn, Etc.

Correspondence Solicited

## SEEDS WANTED.

SEEDS WANTED. Clover, timothy, millet, Hungarian, red top and other field seeds. Write for prices. Illinois Seed Co., Chicago, Ill.

TIMOTHY, ALFALFA, CLOVER, alsike, seed corn, buckwheat, speltz, hullness and beardless barley, spring rye, black eye marrowfat peas, common German and Hungarian millet seed. Send samples and quote prices. S. M. Isbell & Co., Jackson, Mich.

## Garton's Black Victor Oats

American Grown. Purity—Quality—Breeding—  
Heavy Yielder—Superior Feeding

LaPorte City, Ia., Aug. 30, 1910.  
Your Garton's Victor is great.—Fine straw and  
yielded 82½ bu. of 40-lb. oats.

E. O. Haymond & Son.

Garton Cooper Seed Co., 3515 S. Morgan St., Chicago, Ill.

## OKLAHOMA GROWN SEED CORN

Specially Selected and Distributed  
by

J. E. FARRINGTON SEED HOUSE  
Chickasha, Oklahoma

To Buy Kaffir Corn  
& Milo Maize  
Write to  
B. C. Christopher & Co.  
Kansas City, Mo.

CLOVERS CLIMAX SUPERFINE GRASSES  
BRAND.

W. H. Small and Company

SEEDSMEN  
Also RECEIVERS and SHIPPERS OF GRAIN and HAY  
EVANSVILLE, INDIANA

CLOVERS CLIMAX SUPERFINE GRASSES  
BRAND.

## SEEDS WANTED.

TIMOTHY, ALFALFA, CLOVER AND  
seed corn. Supply samples and quotations.  
The M.G. Madson Seed Co., Manitowoc, Wis.

WE ARE large handlers of Santa Fe  
cane seed and millet seed. Quote us. McGregor Mig. & Gr. Co., McGregor, Tex.

BEARLESS SEED BARLEY WANTED  
If any to offer please send sample quoting  
best price and stating the quantity you  
have to offer. S. M. Isbell & Co., Jackson,  
Mich.

## STOCK PEAS

Whippoorwill, Clay,  
Black and Mixed  
Recleaned Stock  
Better than Clover  
for turning under

Tenn. Early Burt Oats  
Mam. Yellow Soy Beans

Ask for samples and prices. Come to head-  
quarters for the best SEEDS of every description

OTTO SCHWILL & CO.

SEEDSMEN

Established 1869 MEMPHIS, TENN.

## MINNEAPOLIS SEED CO.

Minneapolis, Minn.



## SEEDS

Comply with all State Laws

## THE ALBERT DICKINSON CO.

# SEEDS

Blue Grass  
Orchard Grass  
Millets, Hungarian  
Redtop, Seed Corn  
Peas, Beans, Bags, etc.  
MINNEAPOLIS, MINN.

## J.G. PEPPARD BUY'S AND SELLS MILLET, CANE, KAFFIR, POPCORN, SEED CORN, ALFALFA, TIMOTHY, CLOVER, AND ALL KINDS OF FIELD AND GRASS SEEDS

1101 to 1117 West 8th, Near Santa Fe St., KANSAS CITY, MO.

# Grain Separation Without Power

## THIS MACHINE WILL

**SAVE** Time of attendance—the needle screens are self-cleaning.

**RAISE** the grade of wheat to milling standard by removing oats, chess and other seeds smaller in diameter than natural grains.

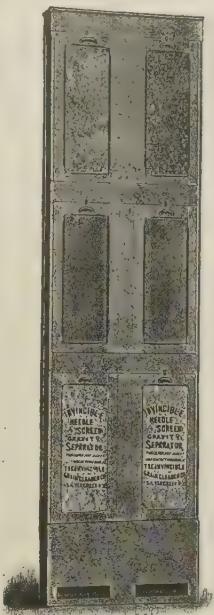
**SAVE** its cost because no power is necessary.

## IT IS CALLED

### The Invincible Needle Screen Gravity Grain Separator

## ITS OPERATION

The grain is fed to the separator at the top, passing down from screen to screen, and is discharged separated at the bottom. A thorough separation is made because of the position of the kernels to each other constantly changing, thus bringing the smaller particles in contact with the spaces between the wires, through which they drop. The separation is positive, particles larger than the spaces in the screens passing over, and those smaller passing through. The screenings can be taken out at several points in the separator, thus allowing the operator more or less thorough separation, as he may desire.



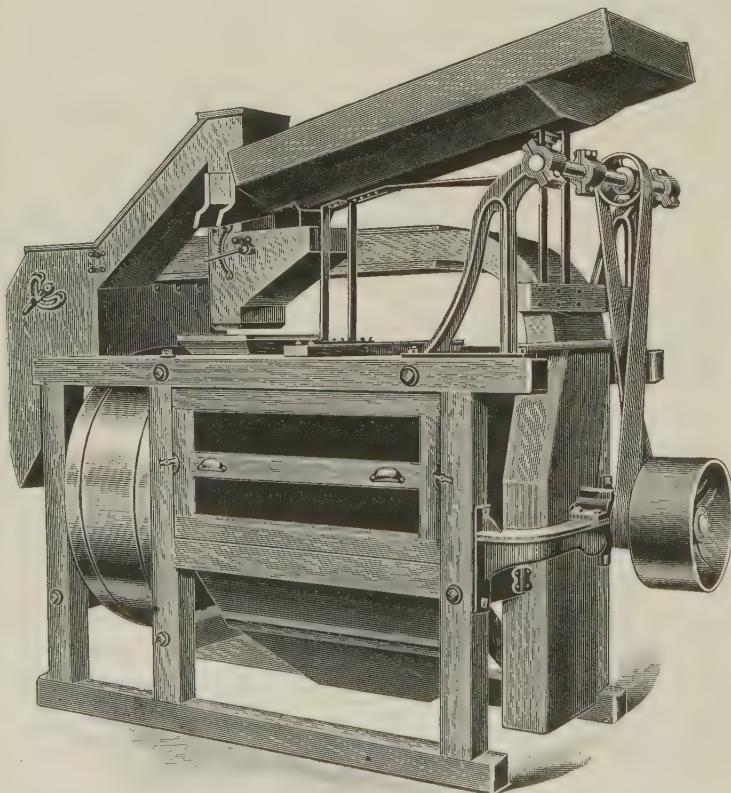
## Invincible Grain Cleaner Co., Silver Creek, N. Y.

F. H. MORLEY, Jr., 512 Traders Bldg., Chicago, Ill.  
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.  
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.  
CHAS. H. STERLING, Jefferson House, Toledo, Ohio.

REPRESENTED BY

F. J. MURPHY, 225 Exchange Bldg., Kansas City, Mo.  
F. E. Kingsbury, Terminal Hotel, St. Louis, Mo.  
STRONG-SCOTT MFG. CO., Minneapolis, Minn.

# Niagara Oat Clipper



¶ Will clip oats in a thorough and rapid manner with little waste.

¶ Equipped with "carry-by-spout" it makes an ideal cleaner, performing practically the same work as a receiving separator. Special chilled cast iron case and steel beaters.

¶ Built in capacities from 30 to 1,500 bushels per hour.

**Richmond Mfg. Co.**  
**LOCKPORT, N. Y.**

ESTABLISHED 1863

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## GRAIN DEALERS JOURNAL

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value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade place your announcements in the leading Journal.

#### Letters

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

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 GOLD MARKS SIGNIFYING QUALITY  
OF CIRCULATION HAVE BEEN  
AWARDED THE GRAIN DEALERS  
JOURNAL BY THE AMERICAN  
NEWSPAPER DIRECTORY

CHICAGO, ILL., FEBRUARY 10, 1911.

THE TRANSIT RULES, effective Feb. 15, have just been postponed 60 days.

LOUISVILLE'S TWO inspection departments with different rules governing the grading of grain, merit more than usual attention from shippers to that market, lest the double set of rules mislead and confuse them.

AT LAST the Department of Agriculture proposes to prove to the public that it has some confidence in its own percentage figures and hereafter each crop will be given in bushels as well as by comparative percentage statements.

GRAIN SHIPPERS will promote their own interests by promptly advising consignee of full particulars regarding each shipment. The receiver who is posted as to what he may expect, is always better prepared to market the grain to advantage.

DELAY IN the arrival of Bs/L at destination, has recently caused much trouble to grain shippers and some loss to the negligent shippers. Country bankers should be instructed to send drafts direct to shipment's destination in order that the cars may be unloaded promptly. Unnecessary delays often result in demurrage charges and deterioration of grain.

THE COUNTRY buyer who precedes his bid to farmers with an apology for not offering more prejudices his prospective patron against his bid and himself. Posted prices prove he is bidding all he can afford to pay. Buy a blackboard and use it.

EVERY GRAIN shipper who permits his claims for shortages to be docked to allow for so-called natural shrinkage, helps to encourage the railroads to persist in this unreasonable dockage. Whenever a claim agent desires to dock your claim, insist on proof of the natural shrinkage.

MATCHES STORED in grain office or engine room have tempted so many mice and rats to start disastrous fires that few experienced elevator men permit these dangerous fire starters to be stored about the plant. Those who do, generally insist on their being kept in a glass or tin receptacle.

COUNTRY ELEVATOR men who install safes in their offices generally do so primarily for the protection of their accounts from fire. All such will be interested in knowing that some cheap safes which recently passed through a hot fire, gave no protection whatever to their contents.

THE GRAIN CAR TAPPER, who with auger and grain bag helps himself to the car's contents without molesting the seals, is one of the worst trouble breeders the railroads and the shippers have to deal with. It is pleasing to announce that a few of these car borers were recently convicted at Cedar Rapids, Ia. Let the good work go on.

SO MUCH of the last corn crop refuses to grow that the agricultural experiment station workers are much alarmed. Country buyers will help the farmer and promote their own business by conducting germination tests in their offices. Planting corn which will not grow wastes grain, time and labor needlessly. Aiding and encouraging farmers to select seed with care should prevent all this waste.

STUDENTS of grain statistics will be delighted if the committee appointed by the Council of Grain Exchanges to act upon the many excellent recommendations of Frank I. King are carried out by the grain exchanges of the country. It is somewhat amazing that the statisticians of the different grain exchanges should permit so many confusing practices to creep into their methods of compiling facts. No doubt the work of the statisticians would be greatly improved and the information served the trade made more intelligible if they would hold a conference and adopt uniform rules governing the compilation of the different reports. Many of the figures as compiled at present are confusing and misleading and unworthy of the confidence placed in them.

A MEETING of the Crop Killers' Union will be held Feb. 15th at Icicle Corner, Kans., for the purpose of drafting suitable resolutions over the half of the winter wheat crop which has already been killed, and if necessary to instruct field men to destroy the balance of the crop. All liars in good standing will be expected to be present.

THE NEXT ANNUAL meeting of the Grain Dealers National Ass'n will be held at Omaha, Oct. 9-10-11. This is the furthest point west which has been so favored by the National Ass'n. During recent years the Ass'n has been looked upon by western shippers as an eastern organization, principally because most of its members resided in states east of the Mississippi and its office has been maintained in Ohio. By moving its headquarters to Chicago, the Ass'n will be more centrally located and will be considered more truly a national organization. Grain dealers from all sections of the country frequently visit the Chicago Board of Trade and many of them would, no doubt, visit the National Ass'n headquarters were its office maintained here.

SHINGLES ARE known to have caused so many fires, insurance companies everywhere are persisting in their efforts to discourage their further use for covering buildings. Only recently an ordinance was introduced in Boston requiring the displacement of all shingle roofs with non-combustible material. Many of the insurance companies are now charging such a heavy penalty for shingle roofs, no one can afford to invest in one. If they are considered dangerous even a long distance from the railroad, how much more dangerous must they be on buildings beside the tracks traveled by the spark emitting locomotives? Elevator men who are about to overhaul and improve or build new houses will save money by covering their plant with non-combustible material.

LANDLORD LIEN laws and dishonest tenants continue to make trouble for the country grain buyers, principally because the landlords have wielded greater influence with the law-making bodies. The grain dealer, being busy with his own affairs, has overlooked the fact that the landlords in the legislatures are always disposed to force the grain buyers to help them collect their rents, or else guarantee the payment of the rent. If the grain dealers were vigilantly guarding their own interests, they would see to it that the laws are so amended as to require landlords to give a written notice of lien to grain merchants buying regularly in the open market. Such a law would not put the landlords to much expense for time or labor, but it would relieve the regular grain buyer of a world of worry and make it easy for him to avoid trouble.

SENDING MESSAGES offering to sell or purchase for future delivery farm products without intending that the product shall be actually delivered or received will be made unlawful if H. R. 32472 introduced by Congressman Foster last Saturday becomes a law. While there is no chance whatever for Mr. Foster's bill to become a law at this session, still it may be well for the trade to keep its eye on Mr. Foster.

BUYERS OF grain in central markets have complained so bitterly recently of the quality of grain sent them that investigation has resulted in disclosing the fact that some certificates accompanying the grain were spurious. Private certificates or certificates issued by a sampler are not the official certificates of any market. It is an easy matter for anyone actually in the grain business to learn the name and proper title of the official grain inspector in each market, and in most markets it is possible to obtain a duplicate certificate of any shipment so as to detect forgery. The action of the council in condemning private certificates will surely receive the hearty approval of the entire trade.

EXACT RULES, uniform rules were brot nearer to the trade by the recommendation at the recent meeting of the Council of Grain Exchanges that it endorse the substitution of "10 calendar days" for "10 business days" in the trade rules of the different markets. Rules, methods and practices which are common in all markets and in all branches of the trade seldom give any member of the trade any trouble or expense. Business days in some markets are not business days in other markets, but the calendar days are the same throughout the trade. Trade rules which have the same meaning in all parts of the country facilitate and encourage business, and it is to the interest of all rule making bodies to agree on one set of clear, simple rules for intermarket trading.

FIRE PREVENTION is to be undertaken by a number of mutual fire insurance companies, making a specialty of flour mills and grain elevators, as is noted on page 234 this number. A Mutual Fire Prevention Buro has been established primarily for the purpose of educating policy-holders to the hazard of their plants and to advise and assist them in overcoming known hazards. Inasmuch as mutual companies are operated primarily to furnish property owners with protection and not be operated for a profit, it is but natural that they should seek to reduce the number of fires and the cost of insurance to policy-holders. The move is one in which every policy-holder can co-operate to his own profit and advantage and the majority of elevator men will surely be glad to lend every assistance possible to reduce their own risks.

GOOD ROADS as an economical factor in the cost of marketing farm produce, are attracting more and more attention, not only from agricultural experiment stations, but from the railroads and state governments. Improved roadways are of interest to the grain trade principally because the better the roads the less the cost of marketing grain and the greater the quantity of the grain the farmer is likely to bring to market. Good roads make the market accessible to farmers every day of the year and he can suit his own convenience and needs as to selling grain.

THE AGITATION against the docking of claims for shortages in grain shipments continues unabated, and now that the C. B. & Q. has again decided to insist upon such deduction, the shippers along that line will add their protests to that of other shippers who have yet to hear anyone justify this little steal. The railroads cannot prove the shrinkage, hence cannot justify the deduction. The recommendation was made at a recent conference that the docking of claims be discontinued, with the understanding that shippers would in the future file no claims for loss amounting to less than a dollar. This proposition is not objectionable, altho the liabilities of the carrier in losses amounting to a dollar or less would be just the same as the the entire car load had been lost. It is unreasonable and shippers will not stand for it.

"INSPECTION ALLOWED" should be noted on all way bills as well as on Bs/L for grain to points in the Central Freight Ass'n territory. The new order uniform B/L provides explicitly that no inspection or sampling of grain will be allowed unless permission is endorsed on the B/L. New corn in particular needs prompt handling, but receivers in many markets are unable to get control of shipments because shippers have been so negligent as to overlook this clause in the order B/L which they have signed. This oversight has caused so much trouble in the Buffalo market that the Corn Exchange of that city has issued a special notice to grain shippers. As the railroads in other territory will, no doubt, soon attempt to enforce the same condition of the new form, it would be well for grain shippers to get the habit of endorsing on each bill "Inspection allowed."

KANSAS AND OKLAHOMA property owners will soon be taxed 5% for the privilege of buying their insurance wherever they desire unless the bills now being pushed through the state legislatures by the stock companies are killed. Shrewd stock company managers having at heart the interests of their stock holders, have secured the enactment of laws in many states which make it next to impossible for mutual insurance companies to gain admission. They have very successfully used the legislatures to relieve themselves of the severe competition of the mutual companies. The grain dealers and millers of both states are in duty bound to protect themselves against this latest imposition and a word to their representatives in the state legislatures will, no doubt, help to kill the bill.

#### CROP IMPROVEMENT MOVEMENT.

The seed improvement conference held in Chicago this week has started a national movement for larger crops of better grain. The state and national governments have been working to attain this end for years. Books and bulletins have been printed by the millions for free distribution among shiftless farmers, but seemingly without much effect. More money has been spent in an effort to interest the clodhopper of the prairies in his own problems than in interesting or instructing men in any other line of business. As one Missouri professor rightly put it: "The agricultural experiment stations have been striving to abolish the peasant class and to raise farming to the dignity of a profession." Thousands of progressive farmers in all parts of the country accomplished this so far as concerned their own farms long ago. Neighboring clodhoppers saw the advancement, but either did not appreciate the cause or else were too lazy or incompetent to profit by the shining example of their progressive and prosperous neighbor.

More magazines are published in the interests of up-to-date farming methods than are published in the interest of all commercial lines and many of them are most excellent publications, full of valuable, instructive information. The farmer has had greater opportunities to advance than those engaged in any other calling, yet it remains for the progressive men engaged in other lines of business to arouse the farmer to a full comprehension of his wasted opportunities.

Diversity and rotation of crops together with fertilization, proper cultivation and improved seed, promise to bring about the recovery of even the abandoned farms of New England and the South Atlantic states. Our report of the conference, which appears on page 228, reflects but briefly the work now being promoted by enthusiasts from many different parts of the country.

Naturally farm pessimists will scout the benefit of increasing the yield of any kind of grain unless the acreage is so reduced as to prevent an over production and a heavy reduction in the market value. The average annual production of any kind of grain can be maintained at present figures and much of its present acreage used for the growing of other products. The intelligent consideration of farm problems would prevent the entire acreage being planted to any of the leading grain crops. If the farmers of every state will devote smaller tracts to each grain and plant more kinds, then a state will seldom, if ever, be so badly crippled through crop failure as was North Dakota the past year.

Those identified with so many lines of business are now earnestly engaged in promoting the crop improvement cause, some results must soon appear, for the farmers themselves are becoming enthusiastic and few are willing to pass up the opportunity to learn and profit by all the agricultural schools have to tell them.

## A SIGN OF THE TIMES.

Country elevator men have been frequently and justly condemned for buying grain by kind instead of by grade and thereby discouraging the farmer who was striving to grow and market grain of the best quality.

Agricultural experts from all parts of the country are agreed that the country grain buyer can encourage the live, progressive farmer in the production of better grain by paying more for good grain marketed in clean condition, but he must do so openly and above board. Let the careless, shiftless marketer of dirty, damp, poor grain know that he is not receiving the same pay for his corn as was given to the farmer who brot in sound, clean grain of prime quality.

The average country buyer will shake his head and say it is not practicable to grade grain in the country as closely as it is graded in terminal markets. That is one of the heresies brot down from scoop shovel days which must be abandoned. Bins must be provided for closer classification of grades of grain of each kind. In so doing the country buyer will not only encourage the farmer to pursue more careful methods, but he will educate himself to the classification of grain according to the grades prevailing in his terminal market, and through the use of bulk heads he will be able to realize a sure and more generous profit on the grain he handles. True, his more intelligent, painstaking effort will entitle him to a more generous profit and he can obtain it too without reducing the amount paid annually to farmers for their grain.

The early grain dealers were all scopers. By degrees they are learning to use their hands and backs less and their heads more, with the result that they are realizing a better profit from their efforts.

A further improvement in shipper's methods will be followed by a like improvement in his profits. The poor grain dealer must rest upon his own efforts to attain efficiency in the business. His measure of success will be limited solely by his own efforts. The opportunity is open alike to all. He is not so fortunate as the careless, slothful, lazy farmer who has been showered with advice in all forms imaginable for years, yet has not heeded it until now the entire country is engaged in an enthusiastic effort to arouse him from his lethargy. The grain dealer's advance would necessitate just as high a degree of intelligence, just as conscientious and energetic labor, but he must take the steps forward of his own initiative.

## RECIPROCITY WITH CANADA.

The firm determination of President Taft to secure a vote on the bill providing for reciprocal trade relations with the Dominion of Canada, together with the general attitude of the different state legislatures and commercial organizations in this country as well as the sentiments prevailing in the Dominion parliament, seems to insure the early enactment of the reciprocal trade law by each government. The only real effect the enactment of the law will have upon the grain dealers will be that they will have more grain to handle. Each crop year will, no doubt,

witness a movement of different grains and in varying quantities, depending on the supply on each side of the line. Prices of wheat, oats and barley will be steadier thruout each crop year, and corners in these grains will be more difficult.

The reciprocal relations seem to be fair to both interests and if they should prove otherwise, the law can readily be repealed by either party to the compact. The prospect of the free admission of Canadian grain has prompted many consuming agencies to buy in small quantity, fearing that the enactment of the law would result in a slump in prices. No doubt this effect will be more than discounted by the time the bill is enacted into law. The President has warned the Senate that unless a vote is permitted at this session, which closes March 4th, he will immediately call an extra session for its consideration. Canada has not so much grain to spare that its importation by the United States will have any appreciable influence on our markets. If the markets do decline, it will be more from scare than as the result of real imports.

The time is not far distant when we will import wheat to supply our home demand and this will further increase the cost of living unless the tariff of 25 cts. per bushel is repealed.

## Railroad Discrimination Against Lake Ports.

The testimony taken by the Interstate Commerce Commission during the recent hearing at New York on the ex-lake grain rate made plain how well the cunningly contrived rate between Buffalo and New York had succeeded in depriving the grain shippers of lake ports of their natural advantages and the producers of the middle west of the enhancement in price of grain due to their location within easy reach of cheap water transportation.

On package freight the railroad carrying the article from Buffalo east charges exactly the same rate whether the commodity arrived at Buffalo by water or rail. On grain delivered to them at Buffalo for transportation east the carriers insist on quoting two rates, a low rate on that coming to Buffalo by rail and an exorbitant rate on that coming to Buffalo by water. On package freight the railroads have already perfected their monopoly of the business by ownership of all the lake boats engaged in the package carrying trade and by purchase of all the dock frontage at lake ports available for handling package freight. In the grain traffic, however, they have been unable to monopolize the tramp steamers, hence their discrimination against lake grain.

If, as the result of this suit, the Interstate Commerce Commission denies the appeal of the grain shippers at lake ports for fair treatment and permits the railroad to continue the exorbitant rates that make valueless the government's immense investment in improved waterways, then the shippers and the producers of the middle west should rise up and demand of their representatives in Congress an amendment to the Interstate Commerce Act that will absolutely prevent any ownership or control by a railway company of a parallel and competing water transportation line.

## Leaking Grain in Transit.

Grain dealers in all parts of the country can help their brother sufferers in the collection of just claims for loss of grain in transit by reporting to the Grain Dealers Journal, Chicago, for free publication, the initials, number and condition of cars which they see leaking grain in transit, or passing with broken seals or open doors. It is not expected that grain shippers will spend their time along railroad tracks watching for leaking cars, but whenever they do see a car passing in bad condition, they can with little cost help a brother shipper and encourage railroad companies to provide better cars and protection for shipments in transit.

If any of the cars reported happen to be yours, a word to us of appreciation of the service performed will, no doubt, encourage other dealers to keep a more vigilant lookout for cars in a bad condition.

Recently we have received reports on the following cars:

**I. C. 2489** was set out at Austinville, Ia., Feb. 9, on account of east drawbar having been pulled out. About 8 to 10 bus. had leaked out. I think this car was loaded at Archer, Ia.—H. Austin, W. G. A.

**I. C. 45031**, billed Chicago, passed thru Armstrong, Ill., Feb. 8, going west, leaking oats on south side of car.—C. L. Wood & Co.

**C. O. G. 49884** passed thru Navina, Okla., Feb. 7, eastbound, leaking white corn badly at draw bar. On arriving at Navina the conductor tried to patch it up while the crew was switching in yards; but the leak could not be entirely stopped as drawbar was partly pulled out.—Oscar Dow, mgr. Navina Eltr. Co.

**N. Y. C. & St. L. 25578** passed thru Laura, O., Feb. 4, east bound on P. & E. division of the Big Four, leaking wheat badly at corner of car.—A. B. Jones.

**C. M. & St. P. 22760** passed thru Genoa, Ill., Feb. 4, on a fast C. M. & St. P. freight, leaking oats in a thin but steady stream from side of car.—Jackman & Son.

**C. N. W. 70172** passed thru Nevada, Ia., Feb. 1 or 2, leaking badly at drawbar and some on side and at corner post. The car was loaded with oats.—Dunkelbarger & King.

## National Corn Show.

Grain Dealers Day, Feb. 3, at the National Corn Exposition, Columbus, O., brot together a large number of Ohio dealers who were interested in viewing the prize winning exhibits and in promoting the good seed movement.

On the same day the Ohio Corn Improvement Ass'n held its annual meeting, among the speakers being W. M. Hardman, pres.; C. R. Wagner; Prof. G. I. Christie of Indiana; Prof. C. G. Williams of Ohio; Prof. Wm. Deitrich of Illinois; Prof. A. G. McCall of Ohio and W. J. Spillman of the U. S. Dept. of Agri. E. H. Culver, chief grain inspector, Toledo, gave figures on moisture tests. Bert Ball, sec'y crop imp. comite of Council of Exchanges, spoke of the grain exchanges and the agricultural colleges. The day closed with a corn banquet.

Among those present were: E. E. McConnell of the Eastern Grain Co., Buffalo; Dave Anderson of Nat'l Milling Co., and Fred Mayer of J. F. Zahn & Co., Toledo; Donald S. Blair of Garton-Cooper Seed Co., Chicago; and the following from Ohio: A. B. Beverstock, Lexington; J. W. Chanmel; G. O. Cruickshank, Leipsic; A. Deeds, Lancaster; L. W. Dewey, Blanchester; J. L. Doering, Antwerp; H. W. Fish, Mansfield, sec'y Ohio Millers Ass'n; C. W. Franklin, Leipsic; C. E. Groce, W. F. Heffner and H. S. Heffner, Circleville; Fred Kile, Kileville; O. G. Lang, Delphos; J. D. Myers and Grant McMorr, St. Paris; W. W. Morris, New Carlisle; Ed. Norton, Greenfield; W. T. Palmer, Celina; J. L. Pocock, Antwerp; Andrew Ringlein, Leipsic; A. H. Raabe, Ft. Jennings; O. T. Roszell, Troy; Chas. Shuler, Hancock; H. A. Shock, Canton; J. D. Spangler, Defiance; C. L. Van Brimer, North Baltimore; L. R. Watts, London.

Count that day lost  
Whose low descending sun  
Finds prices shot to pieces  
And business done for fun.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### BURLAP FOR COOPERING CARS?

*Grain Dealers Journal:* Please advise us where we can buy burlap cloth such as is used for making feed bags. We want it to use for coopering cars.—L. B. Spracher & Co., Sibley, Ia.

*Ans.*—Any bag manufacturer. See our advertising columns.

### IS BUYER SOLE DICTATOR OF DISCOUNTS?

*Grain Dealers Journal:* In reply to J. R. Stafford of Connersville, Ind., who asks in a late number of the Journal whether a track buyer has the right to discount off grade grain more than he is discounted on the same grain at destination, I will say the track buyer has the right only to discount off grade grain the same as he is discounted on the same grain at the destination for which he bought it from the original shipper, that is, the destination to which it was to go in his contract with the shipper.

If the track buyer is located at a terminal market, such as Peoria, Chicago or St. Louis, etc., and he buys the grain from the shipper to be delivered at his terminal market wherever he is located, subject to the discount and inspection of that terminal market, then he should discount the shipper the prevailing discount the day the grain arrives only, and if he then re-bills or re-consigns the grain to a distant or further market and the grain is discounted less than his market discount prevailed the day the grain arrived originally, the track buyer is entitled to the difference.

The shipper is entitled only to the discount prevailing at the destination for which he sold the grain originally to the track buyer. One exception to this rule may be that if the shipper insists upon a fixed discount for off-grade at the time he sells the grain and the grain does not grade contract, then the track buyer is entitled to take off the amount agreed upon when he bought the grain, no matter whether he gets a less discount from his purchaser or not.—Geo. W. Cole, Bushnell, Ill.

### FIRST DISCOUNT FINAL.

*Grain Dealers Journal:* We will suppose that a car arrived at final destination and mis-graded. The track buyer might call up the shipper and agree to settle with him on a certain difference, which would be final between the shipper and the track buyer, and would be with the understanding that the T. B. takes a chance of the discount being more or less. If less, the T. B. would be the gainer, if more, he would be the loser.

If I should ship a car in from a country point to Jackson, it should fail to grade and I settled with the shipper on a discount, that would be final between the

shipper and the track buyer. If a car of grain goes straight from shipping point to destination and the track buyer is to go ahead and handle to the best advantage possible, there is only one discount to be charged and that is the actual discount.—W. E. Shelden, Jackson, Mich.

### HONESTY SHOULD GOVERN TRACK BUYER'S DISCOUNT.

*Grain Dealers Journal:* We prefer to go to markets where they have public inspection and weights. We know of no rule governing track buyer's discount except the rule of common honesty which should give the shipper the best treatment that a middleman can obtain for him.—H. I. Baldwin & Co., Decatur, Ill.

### CHARGE ACTUAL DISCOUNT ONLY.

*Grain Dealers Journal:* It has been a rule with us that we charge the actual losses only to our shippers, no matter what our arrangements might previously have been on 'phone or wire. We have suffered very little by handling grain or hay on this basis. This, I understand, is generally reliable and protects all concerned.—A. Felty, Columbus, O.

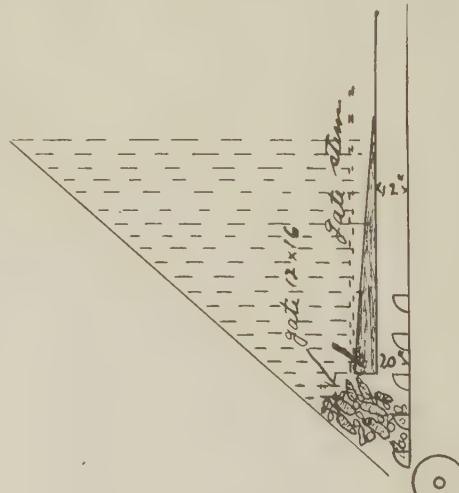
### CORRECT DESIGN OF PIT AND BUCKETS FOR EAR CORN.

*Grain Dealers Journal:* Will some of readers of the Journal who have had experience please advise me if the favorite style of 11-inch buckets will carry ear corn successfully? Also what size of hopper at head and distributing spout should be used? Will ears be delivered freely to boot from a regular 45-degree grain pit?—L. B. Spracher & Co., Sibley, Ia.

*Grain Dealers Journal:* In reply to L. B. Spracher & Co., we would say that 11-in. cups of any style will not carry ear corn successfully. No hopper at the head of elevator is required for the discharge of ear corn when using a 14-in. or 16-in. turn-head or a special "Hall" ear corn discharge. Never use a distributor; use one of the three above named articles.—McAllister & O'Connor, Chicago.

*Grain Dealers Journal:* Eleven inch buckets will handle ear corn successfully. The hopper at the head should be enlarged to fit the distributor which is usually 12-in. in diameter.

Feeders for delivering ear corn to the boot are not at all satisfactory, because



Correct Delivery of Ear Corn to Elevator Boot.

there is always a waste of shelled corn. In the plan illustrated by the accompanying sketch, the ears are delivered into this space before the cups come in contact with them. The ears do not break, but each ear that the cups disturb moves the next one into contact, and prevents bridging and insures a regular feed.—The Younglove Construction Co., Sioux City, Ia.

*Grain Dealers Journal:* I would say that 11x7 Favorite ear corn buckets will handle ear corn, but rather slowly. The hopper should be 12 in. in diameter at the lower end. The distributor should be large enough to fit the hopper loosely and should be 12 in. in diameter at the lower end. Ear corn can be delivered to the boot from a regular grain hopper by using an iron gate 14x18 in. and a special design at the outlet to prevent the ear corn from jamming over the opening. It is better to put in an ear corn feeder, especially if there is much ear corn to be handled.—G. H. Birchard, Lincoln, Neb.

*Grain Dealers Journal:* Ear corn can not be handled in a 11-in. bucket with any satisfaction for a bucket to handle ear corn should be longer than an ear of corn. We never recommend anything less than a 16-in. bucket, and in no case can you use a hopper and distributor less than 14 in. in diameter.

We have never been able to build a 45 degree hopper direct to the elevator that will feed regularly, because, to feed corn regularly, it requires a very large opening which, when made large enough, will overload the elevator leg.—Reliance Construction Co., Indianapolis, Ind.

*Grain Dealers Journal:* We would say that the Favorite style 11-in. buckets may be used without the center brace. The hopper at the head can be as small as 10 in. in diameter at the bottom if the sides of the head are steeply hoppered, and the discharge end of the spout can be tapered to 8 or 9 in. when the 11-in. buckets are used. When larger buckets are used the hopper should be 14 in. to 18 in. and tapered to 12 in.

No regular grain pit of 45 degree slope will "deliver ear corn regularly" to boot. We would recommend ear corn feeder or feeders with V-shaped sinks.—Fred Friedline & Co., Chicago.

*Grain Dealers Journal:* We would not recommend 11-in. buckets for handling ear corn. For successful handling the buckets should not be less than 7x14 in. The size of the hopper at elevator head depends upon the size of the buckets, varying from 17 inches square for 14-in. buckets to 18-in. square for 15-in. A distributing spout for ear corn should not be less than 14 inches inside diameter.

Ear corn will not feed evenly from a regular 45 degree pit. The most successful method is the use of the shaker feeder. With a hoppered bottom pit it is impossible to get a uniform feed without the services of an extra man with a pole to keep it from choking up.—Union Iron Works, Decatur, Ill.

### LEADERSHIP OF MINNEAPOLIS IN WHEAT SPECULATION.

*Grain Dealers Journal:* In reply to the inquiry by J. R. D. in this column Jan. 25, with regard to Minneapolis taking the lead in wheat speculation and the relative frequency of quotations for futures from each market I would say that on most days during the past month the number of full eighth-cent fluctuations has been greater at Minneapolis

than at Chicago. The daily range of prices at Minneapolis, or the difference between the high and low, has been greater on most days. The telegraph companies do not suppress the Chicago figures as suggested, all of the quotations are promptly wired out of the pit. It is true that trade goes on actively at Minneapolis at times when the quotation remains stationary at Chicago and vice versa.

As to the explanation of the decrease in the volume of speculative trade on the Chicago Board and its increase on the Minneapolis Chamber of Commerce it may lie in the fact that sooner or later the trade in futures follows the cash grain business. For example on Friday, Jan. 27, Minneapolis received 316 cars of wheat, and Chicago but 19 cars; for the week ending Feb. 4 Minneapolis received 2,049,900 bus.; against 202,800 at Chicago. Receipts of wheat last year were 99,700,000 bus. at Minneapolis and 27,540,000 bus. at Chicago. The visible supply of wheat at Minneapolis Feb. 6 was 15,000,000 bus.; compared with 5,000,000 bus. at Chicago; and the storage capacity of elevators delivering wheat on speculative contracts is 25,600,000 bus. at Minneapolis, compared with 12,100,000 at Chicago. The millers of Minneapolis, having a daily capacity of 89,860 barrels of flour, are constantly in the market for future delivery, putting on and taking off hedges to protect grain or flour sales, all of which makes for an active market.—Northman.

We like the Journal as a grain trader's journal and have been benefited by being one of its subscribers and have read it with much interest.—Dexter Kramer, Tuttle, Okla.

#### A. F. LEONHARDT.

The many friends of A. F. Leonhardt in both the grain and hay trades will be pleased to learn of his recent election to the presidency of the New Orleans Board of Trade. Mr. Leonhardt has long been identified with grain trade ass'n's and ass'n work and has won a number of friends in the trade and established a reputation for being a wise counselor.



A. F. Leonhardt, New Orleans, La.  
New Pres. Board of Trade.

## Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

#### FARMERS DECEIVED BY GRAIN TESTS.

*Grain Dealers Journal:* Country buyers should be more careful in testing grain received, for in testing the grain heavier than it really is they do themselves a great injury. Through my experience in buying grain in different places I have learned that when the country shipper gets his reports from government inspection he finds that his wheat falls short on the test about one or two pounds per bushel.

The reason for this is that the country dealers raise the test higher than it actually is in order to get the wheat without raising the price. Of course, by raising the test they really raise the price, and by doing this the dealer deceives the farmer—that is, he makes the farmer believe that his wheat is of better quality than it is.

Suppose that a farmer has wheat that tests 58 lbs. and the dealer makes it test 59 lbs.; he makes the wheat grade No. 2 when it should grade No. 3. When the farmer gets his daily paper he looks at the price of No. 2 wheat and complains of the large margin the dealer is getting. But if the farmer would look at the price of No. 3 wheat, the actual wheat that he sold, he would not complain for he would see that the margin is small.—A. L. Crist, Oakley, Kan.

#### WHY GREEN PEA SCREENINGS ARE HIGH.

*Grain Dealers Journal:* In a recent issue of your journal I noticed a complaint from a correspondent regarding the price of peas screenings (\$38.00 per ton) and his inability to procure them at that figure. Your correspondent also states that formerly these screenings were sold for a very low figure. I happen to know that your correspondent wants green peas screenings to be used in a poultry feed mixture. It is perhaps not generally known that less than 20 per cent of the true peas grown in the U. S. are green, the balance being yellow. Now the poultry feed mixer wants green peas. I have made hundreds of thousands of pounds of it and I know.

However it does not seem to have occurred to the manufacturers that color has absolutely nothing to do with food value. Green and yellow peas if bright clean and dry, each contain approximately 25 per cent protein. Such being the case it is a roaring farce that a pigeon feeder will not have green peas and a poultry feeder will not have yellow. As to price—\$38.00 per ton for 25 per cent, protein looks pretty strong to me, but this is more than yellow peas screenings cost by \$10.00 or \$12.00 per ton.

Another thing that your correspondent must remember: the average farmer today knows fully as well as the dealer the feeding value of the grain he is selling. He knows that 60 lbs. of cracked or

split or whole peas are worth, for feed two and one-half bushels of corn. Consequently he does not throw them away any more. If the dealer wants the screenings he pays for them.

Another item which your correspondent has not considered. There are fewer acres of peas grown in the U. S. today than were grown fifteen years ago, while there are ten or twenty makers of hen fodder to each one in the business at that time.—Yours truly, Edw. E. Evans, West Branch, Mich.

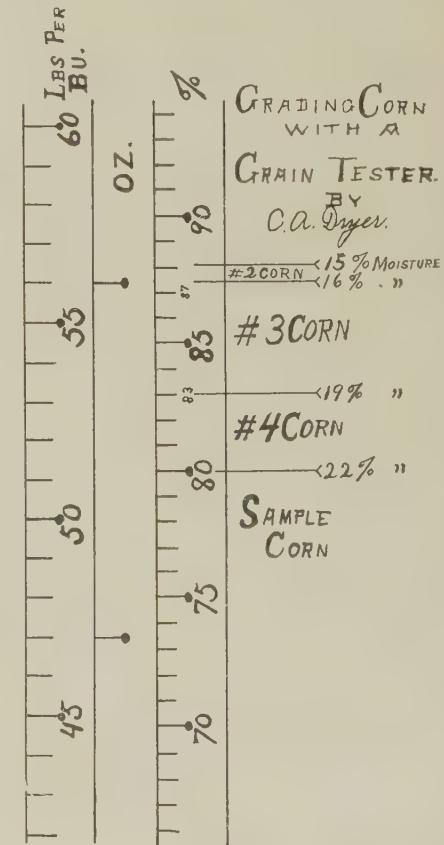
#### COUNTRY BUYERS SHOULD GRADE FARMERS' GRAIN.

*Grain Dealers Journal:* The farmers say that the country buyer who pays the top price for all kinds of grain regardless of its grade is a good fellow for the community. But eventually these buyers will get the habit and put the prices down low enough to offset this overgrading, and then the farmers will object.

When a farmer sells his hogs he is docked for stags and piggy sows, and likewise he should be docked when his grain does not grade up to standard. Nobody is to blame for this state of affairs but those buyers who will not buy grain on its merits.—Percy Reed, Mgr. Omaha Eltr. Co., Silver Creek, Neb.

#### GRADING CORN WITH A TESTER.

*Grain Dealers Journal:* After considerable experimenting and calculating as to the weight of the various grades of shelled corn, and weighing the samples of the different grades as they come from the inspection department, the accompanying table or diagram illustrates that corn can be graded reasonably accurate with a standard grain tester. The line between No. 3 and No. 4 corn is approximately 53 1/4 pound corn (or 83 on the per cent graduations on the scale beam). The line between No. 4 and



sample corn is 51 $\frac{1}{4}$  pound corn (or at 80 on the per cent side of the beam). No. 2 Corn or very good sound dry No. 3 corn will test 56. Damp corn, chaffy corn, dirty corn or unmatured corn weighs less and falls into lower grades.—Yours very truly, C. A. Dryer, Champaign, Ill.

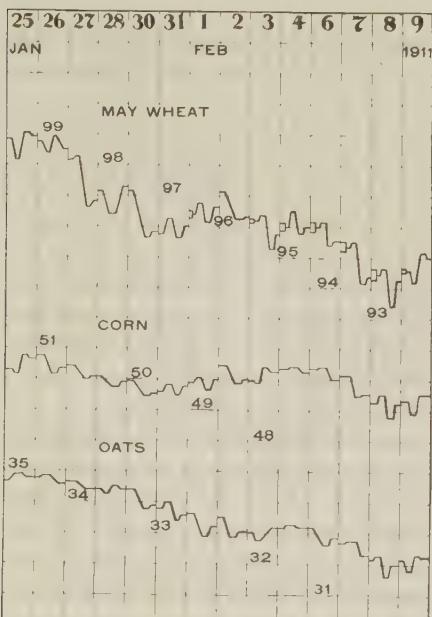
### REVIVED THE SHRINKAGE DEDUCTION.

*Grain Dealers Journal:* We would like to call your attention to the fact that the C. B. & Q. Ry. Co., after a respite of seven months, has seen fit to put into effect their tariff requiring the deduction of  $\frac{1}{8}$  and  $\frac{1}{4}$  of one per cent on all shortage claims. Just what the reason for this is, is not apparent at first view, and we are wondering if it would not be equally just for all grain firms to make these same deductions in the freight paid on Q shipments. Is there no way in which the grain trade as a whole can be made to take this matter up and arrange to have it settled in an equitable manner?—Yours truly, The Kemper Grain Co., Kansas City, Mo.

The year just closed will be memorable for the enormous value of its agricultural products. Never before in the world's history has the United States produced farm products to the value of \$8,926,000,000 in one year, which is the value of the agricultural products of this country for 1910, as reported by the Secretary of Agriculture. This aggregate is nearly double the value of the crops of 1899—an increase in eleven years of nearly \$4,500,000,000 and this prosperity of the farmers is practically nation-wide, as almost every crop and every district, except some portions of the northwest, have participated in bounteous harvests.—M. R. D. Owings of I. H. C. Service Bureau.

### Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for 2 weeks prior to Feb. 10 are given on the chart herewith.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Regina, Sask., Jan. 28.—Final crop figures issued by the provincial Dept. of Agric. show that Saskatchewan last year raised a grain crop of 145,071,663 bus. Its wheat crop of 72,666,399 bus. averaged 15.58 bus. per acre, making this province rank first in wheat production in the dominion and second in North America, being overtapped only by the state of Minnesota, which last year repeated its 1909 yield of 94,080,000 bushels. Total production of oats, 63,315,295 bus., an average yield of 30.40 bus. per acre; 5,859,018 bus. of barley, an average yield of 24.58 bus. per a.; 3,044,138 bus. of flaxseed, 7.68 bus. per a.

### ILLINOIS.

Peoria, Ill.—We are having pretty good receipts and in good condition, considering weather.—F. W. Arnold.

Sterling, Ill., Feb. 1.—Very little grain moving here. Corn is damp but oats are in good shape. At least 25% more wheat than last year.—W. R. Michaels, agt. Moses Dillon Grain Co.

Mt. Morris, Ill., Feb. 1.—We do not expect to ship much corn this year on account of the great amount of feeding in this territory.—A. E. Clevidence, of Winger & Clevidence.

Sterling, Ill., Feb. 1.—Farmers are holding corn, but oats are easier. Both are of good quality, but corn is rather damp. An increase of 50% in winter wheat acreage.—Geo. F. Hall, agt. Frank Hefeflower.

Aurora, Ill., Jan. 31.—We have taken in 100,000 bus. of wheat this fall, the most in the past 35 years. The acreage of wheat in this vicinity is double that of last year. Acreage of corn and oats also will be large.—John Sheets, prop. Aurora City Mills.

### INDIANA.

Summitville, Ind., Jan. 18.—Corn made a good yield, but is of poor quality. Never saw corn so bad.—J. N. Gordon.

Rushville, Ind., Jan. 21.—Considerable early sown wheat is damaged by fly, late sown is in good condition.—Theo. H. Reed & Son.

Rolling Prairie, Ind., Feb. 2.—A large acreage of wheat; looks good. Much old wheat in farmers' hands; not disposed to sell; waiting for higher prices. Corn movement good, quality not extra.—Redington & Morgan.

Leesburg, Ind., Jan. 24.—Corn is moving slowly. It contains much moisture. Have only shipped one car of ear corn. Oats also move slowly. Some wheat moving. Farmers are holding most of their grain for higher prices.—Wm. Baugher.

Rushville, Ind., Jan. 21.—Corn crop is fully as bad as we ever had, large yield, but of very poor quality, not very much corn moving; a good many of the farmers are holding for 40c a bu. We are paying 38c a bu.—C. W. Hinkle & Co.

Anderson, Ind., Jan. 24.—Plenty of corn in this section but of poor quality, does not seem to be in any better condition than a month ago, average yield 45 bus. per acre, not over 15% to 20% of new corn sold. We are paying 38c a bu.—James Wellington & Son.

Shelbyville, Ind.—Our corn is still sappy and contains 20 to 24% moisture. We have shipped but one car which has tested under 20%. We have been paying 40c for 70 lbs. and tests at each of our stations show that it takes 72 lbs. of ear corn to yield 56 lbs. of grain. About 20% of our shipments have been on the ear.—Wm. Nading.

### IOWA.

Emmetsburg, Ia., Feb. 7.—Corn good. Oats good. More flax and barley will be sowed this year.—Martin Ausland, Royal Lbr. Co.

Estherville, Ia., Feb. 7.—Most of the corn is being fed. We had a good crop of oats, 75% of which has been marketed. Very little wheat is raised.—H. S. Greig, Greig & Zeeman.

Independence, Ia., Feb. 2.—No corn being shipped, but considerable oats moving. A lot of winter wheat being sown here that will never be gathered.—C. H. O'Neill, agt. J. E. Miller.

Garner, Ia.—Corn crop rather small but coming in fairly fast. An excellent yield of good oats. Wheat the best in many years. Barley also very good.—G. C. Mather, agt. Farmers Eltr. Co.

Iowa Falls, Ia., Feb. 3.—Most farmers are storing their corn and little is moving. Much oats of good quality moving as we had a big crop. Some wheat has been winter killed.—Ray Miller of Farmers Eltr. Co.

Independence, Ia., Feb. 2.—Had a fine crop of oats, running from 30-65 bus. per acre. Corn good except that grown on high ground. There is a considerable increase in the acreage of wheat.—R. N. Whitney.

Iowa Falls, Ia.—Corn good, making from 40 to 50 bus. but grading No. 4 because of moisture. Considerable corn being stored. Oats very good and coming in. More wheat planted than last year.—M. Roberts of Harp & Roberts.

Clear Lake, Ia., Feb. 4.—Considerable wheat will be planted here, much more than ordinarily. Farmers are holding corn and feeding. There was a good crop of oats, which is moving freely.—H. W. Clausen of S. J. Clausen.

Dunbar, Ia., Feb. 1.—On account of declining prices in both corn and oats, farmers in this vicinity have marketed very little of the new crop and many still have considerable of that of 1909.—A. E. Eberhart, mgr. Dunbar Grain & Stock Co.

Independence, Ia., Feb. 2.—Farmers holding corn altho considerable is being shipped in here now. Quality and yield of the oats crop was very good. Little wheat sown here, but there will be considerably more than last year.—Thomas E. Scarcliff.

Algona, Ia., Feb. 6.—Corn crop averaged 46 bus. per acre, most of which has been sold. A good crop of oats, with plenty still in the country. Wheat averaged from 18 to 20 bus. per acre. Barley crop also good.—A. M. Jasperson of the Algona Mig. & Grain Co.

Mason City, Ia., Feb. 4.—Grain movement in this territory is very slow, practically no shipments of corn in here. Much oats and of fine quality. Had an excellent crop of wheat and there will be more here than last year.—E. C. Roberts, Independent Grain & Lbr. Co.

Farragut, Ia., Feb. 2.—Farmers are loth to sell corn at anything like our prevailing prices, 38c to 36c. If it should reach 40c no doubt a large movement would begin. Corn here is considered of extra quality but is not yet well seasoned.—N. E. Van Sickie, agt. Neb.-Iowa Grain Co.

Emmetsburg, Ia., Feb. 7.—Corn and oats crops were good. About half the corn is back in the country. Wheat averaged 27 $\frac{1}{2}$  bus., which is good for this section. A small crop of barley and an average of rye. More barley and wheat will be sown.—Mr. Schroeder of Beckman & Schroeder.

Emmetsburg, Ia., Feb. 7.—Wheat averaged 30 bus. per acre; if spring is favorable a double quantity will be sown. Much timothy pasture will be put into corn as we had a bumper crop. A big crop of oats last year and less is likely to be seeded this spring.—H. G. E. Oelfke, Theile & Oelfke.

Independence, Ia., Feb. 2.—Had half a hay crop here and the farmers are holding half of that. Short corn crop. Plenty of oats of fine quality with lots still in the country. Little wheat sown here. The ground is in great condition, but a little dry for hay.—T. J. Ahearn of Toomey & Ahearn.

Algona, Ia., Feb. 6.—A good crop of corn and good in quality with farmers holding for better prices. Lots of corn back in the country. Oats here a heavy crop and good in quality. Considerable wheat raised here, averaging 30 bus. and weighing from 54 to 56 lbs.—Geo. Besho, mgr. Moore Bros. Co.

Garner, Ia., Feb. 4.—Only a fair crop of corn here but of good quality. Oats averaged 25 bus. per acre and coming in. Wheat crop fine, running 25 bus. to the acre of the best wheat ever raised here. No winter wheat to amount to much. Barley extra good, averaging 25 bus.—E. T. Wesson, agt. Reliance Eltr. Co.

### KANSAS.

New Salem, Kan., Feb. 3.—We have had no rain for five months. Wheat looks bad.—W. R. Coffey.

Oakley, Kan., Feb. 3.—Last year's crops light; marketed at this point only about 66,000 bus. of wheat, 5,000 of barley and 12,000 bus. of cane seed. At present it is hard to tell what this year's crop may do. Some of the early sown wheat was killed by the dry weather; all that is needed to make a good crop on a large acreage of that sown is plenty of moisture in the next two months.—A. L. Crist, agt. Hoffman Eltr. Co.

## MARYLAND.

Baltimore, Md.—The soil is now in ideal condition. Last August it was very dry, even to the point where wells were dried out, but the precipitation has been sufficient to replenish the wells, and the soil is well soaked.—Charles England.

## MICHIGAN.

Grass Lake, Mich., Jan. 31.—Not very much wheat or rye moving at present, farmers holding for higher prices.—E. M. Sanford.

Albion, Mich., Feb. 1.—Growing rye is in fine condition, farmers holding for higher prices.—W. R. Noyes, Patterson-Noyes Grain Co.

Imlay City, Mich., Jan. 28.—Wheat is looking good; 50% more sown than last year; very little back in farmers' hands.—Walter Walker & Co.

Ypsilanti, Mich., Jan. 30.—Oats crop was very good, considerable in farmers' hands; on account of low price they are feeding most of the oats.—M. Dawson.

Albion, Mich., Feb. 1.—Growing wheat looking fine, considerable more sown than last year; 40% of the wheat and 30% of the rye still in farmers' hands.—F. E. Nowlin.

Homer, Mich., Feb. 2.—Growing wheat looking good, 15% more sown than last season; 50% of the wheat still in farmers' hands.—W. H. Cortwright, Cortwright Mfg. Co.

Pontiac, Mich., Jan. 30.—Wheat is in good condition on same acreage as last year; practically all is back in farmers' hands.—B. E. Cummiskey, mgr. C. E. De Puy & Co.

Chelsea, Mich., Jan. 31.—Wheat is looking good, 20% more sown than last year; very little rye sown;  $\frac{1}{2}$  of the wheat and  $\frac{1}{4}$  of the rye still in farmers' hands.—A. B. Clark, treas. Chelsea Eltr. Co.

Ypsilanti, Mich., Jan. 30.—Growing wheat in fine condition, fully as much sown as usual; 50% of the wheat still in hands of farmers, holding for \$1.—Chas. F. Reinhart, prop. Washtenaw Huron Mfg. Co.

Grass Lake, Mich., Jan. 31.—Growing rye is looking fine; acreage is  $\frac{1}{2}$  smaller than last year; wheat acreage is  $\frac{1}{2}$  larger than usual;  $\frac{1}{2}$  of the rye and  $\frac{1}{2}$  wheat back.—C. E. Wolfunger, mgr. Grass Lake Eltr. Co.

Ann Arbor, Mich., Jan. 30.—Wheat and rye are in excellent condition; more wheat and less rye sown this season; about 25% of the rye and 30% of the wheat still in farmers' hands.—G. F. Allmendinger, Michigan Mfg. Co.

Jackson, Mich.—Farmers of sections where we operate stations are holding both wheat and oats and conditions are very unsatisfactory. All the grain moving is from the dealers bins. Until ten days ago we had but one car of wheat turned down on this crop, since then a dozen have been turned down.—Stockbridge Eltr. Co.

Lansing, Mich., Feb. 7.—In reply to the question, "Has wheat suffered injury in January from any cause?" 106 respondents in southern counties answer "yes," 207 "no;" in central counties 43 answer "yes," 91 "no;" in northern counties 7 answer "yes," 115 "no;" in upper peninsula 22 answer "no." Snow protected wheat 2.76 weeks of the month thruout the state. During January farmers marketed 372,738 bus. of wheat; estimated amount marketed in the six months from Aug. to Jan. thruout the state is 6,750,000 bus.—Frederick C. Martindale, sec'y of state.

## MINNESOTA.

Luverne, Minn., Feb. 8.—About 50% of the corn still back in the country, much of which will be fed. Considerable barley will be sown.—E. J. Keenan, mgr. Farmers Co-op. Co.

Luverne, Minn., Feb. 8.—Wheat acreage will be increased following the good crop of last year. Much corn is being fed, about 75% back in the country. A considerable acreage of barley will be sown; about 150,000 bus. shipped from here last year.—Jno. P. Coffey.

Luverne, Minn., Feb. 8.—Wheat last year was good and will raise double the amount this year if spring is favorable. Most corn is being fed. More barley and less oats will be sown here.—E. E. Maloney.

## NORTH DAKOTA.

Olmstead, N. D., Feb. 3.—Crops here the past year won't go on an average of more than three bus. to the acre on account of the dry summer. Farmers are buying a great deal of corn for feed and will need a lot more to put in their crops. A great deal of oats will be needed also. They have nearly seed wheat enough.—James G. Brady, mgr. Farmers Eltr. Co.

## OHIO.

Kings Creek, O., Feb. 7.—Wheat is looking excellent here for this time of year.—Gregg Bros.

Cortland, O., Feb. 9.—No surplus grain this year. We have to ship in corn, oats and wheat.—The Richards & Evans Co.

New Madison, O., Feb. 9.—Poor corn crop in this section. About 50 to 60 cars of corn, 15 to 25 cars of oats, 10 to 15 of wheat.—Aukerman & Cook.

Defiance, O., Feb. 7.—The quality of corn here is good but it is full of moisture. Wheat was good quality but considerable smut. Oats, best we ever had in every respect. Wheat in the ground looking good, acreage about an average. Farmers not inclined to sell grain at prevailing prices. Holding for more money.—J. D. Spangler, mgr. Farmers Gr. Co.

Bookwalter, O.—Good seed corn is scarce. Corn here in poor condition. Not more than  $\frac{1}{2}$  crop. Farmers are feeding most of it. Our shipments will fall short  $\frac{1}{2}$  from last season, some holding for more money. Wheat crop looking fine, early snows and continued warm and rainy weather helping. Some complaint of fly. Inquiries for good seed oats, outlook for big acreage.—Henry Bucher.

## OKLAHOMA.

Grainola, Okla., Feb. 6.—Short crops here this season, cattle men fed what was raised. Have had no rain to speak of since spring. Will have a good crop, ground in

fine shape, dry weather loosened it up. Some oats will be sowed in the spring. Not as much corn planted this spring as last.—Eugene Wynd, agt. I. C. Pierce Grain & Eltr. Co.

Hobart, Okla., Feb. 3.—Still dry here. A large per cent of the wheat has never sprouted. Don't know what will be the outcome, but it looks bad to me. Not over 10% of wheat in farmers' hands and about 20% of oats yet in country. Weather very warm. Thermometer about 80 three days this week. Think we will see higher wheat.—F. C. Shepherd & Son.

## TEXAS.

Bangs, Tex., Jan. 31.—Our country is in bad shape, no crops, no feed to speak of.—L. N. Yarmouth.

Fort Worth, Tex., Feb. 6.—Growing wheat and oats are in very poor condition in most parts of Texas, due to the extremely dry winter. A few counties have fair prospects, but as a whole, Texas can not hope for a good crop of wheat. A deficiency of moisture in all parts of the state. A large acreage will be planted in spring oats—also a large acreage will be planted in corn.—G. J. Gibbs, sec'y Texas Grain Dealers Ass'n.

## UTAH.

Kaysville, Utah, Feb. 4.—The splendid storms that have come to the Rocky Mountain states during the past month have materially improved the condition of grain and the prospects now are that all fall sown wheat and barley will give a good yield. The abundant moisture will also place the land in excellent condition for spring seeding and there should be good crops of feed, barley and oats, as well as spring wheat.—Henry H. Blood, mgr. Kaysville Mfg. Co.

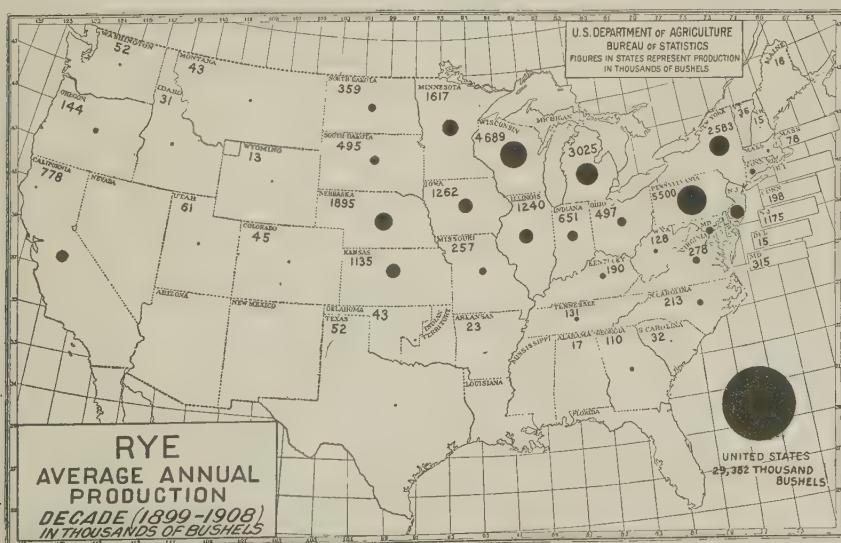
## Conference on Natural Shrinkage.

Definite propositions looking toward permanent settlement of the question of deduction for alleged natural shrinkage from claims for loss on grain in transit were submitted at a conference recently between representatives of the carriers and shippers at Chicago.

W. M. Hopkins, mgr. of the transportation department of the Chicago Board of Trade, presided as chairman of the meeting. Other grain interests represented were Minneapolis Chamber of Commerce, by W. A. Feltus; St. Louis Merchants Exchange, by J. S. Willis; Kansas City Board of Trade, by J. G. Goodwin and A. M. McKenzie; Milwaukee Chamber of Commerce, by Geo. A. Schroeder; Omaha Grain Exchange, by John R. Morris; Peoria Board of Trade, by W. T. Cornelison; St. Joseph Commercial Club, by T. J. Berry; and Western Grain Dealers Ass'n by Geo. A. Wells.

The grain men submitted to the railroad officials that the so-called natural shrinkage, if any, is so small as to be a negligible quantity and should not be considered; that it is the duty of the carrier to deliver the amount of grain loaded into the car; that claims for shortage of trivial amounts less than \$1 a car should not be filed, and that claims for loss should be paid in 30 days and bear interest until paid.

The statement by the grain men that the loss of grain during transportation in bulk is a negligible quantity presented a question of fact on which the railroad officials desired evidence. If true, their whole theory for this deduction must be abandoned. Accordingly it was decided that W. H. Hosmer, chairman of the Western Trunk Line Ass'n, appoint a joint committee of shippers and carriers to collect statistics on shrinkage of grain in transit in handling from car to elevator, and elevator to car, to be considered at a subsequent conference. The representatives of the grain exchanges are now collecting the data on actual shrinkage to rebut the figures being prepared by the carriers.



# The GRAIN DEALERS JOURNAL.

## ENGINEERING OF GRAIN ELEVATORS.

BY V. E. FORREST.

In the Journal for December 25th, Mr. J. F. Younglove has given us an able and interesting article upon correct and faulty design of elevator foundations.

What he says relative to owners letting contracts on a price basis alone is true in practically all cases. Now we would say that price is not the only thing to consider, neither is quality, but the combination is what counts. Neither one means anything without the other.

We regret that there are contractors who, while they may be perfectly competent builders, do not know the least part of the engineering end of the business. Their designs are drawn merely from past experience and if they develop any new ideas they do it simply by guess, or what is generally known as judgment. Guesses are all proper if they are right and correct. The best way is to prove the guess by calculation.

As Mr. Younglove states, a foundation that will support an elevator loaded upon one kind of soil will not support the same elevator when empty, on another sort of soil. The engineer has to look carefully into the condition and character of the soil, and in some cases the slope or dip of the strata. The writer knows of a case where the dip of the under strata was nearly forty degrees, while the surface soil was level. The upper soil was formed of silt and would have been of good bearing capacity had it not been for the dip in the chalk rock base. As a result the foundation of a large engine moved "down the hill" about ten inches in a period of eleven years.

In another case it was found necessary to place the elevator upon a mattress of reinforced concrete on account of quicksand. Some contractors would have been unable to compute the thickness, amount and placing of reinforcement in such construction. Of course, anyone could be safe in making it, say, six feet thick and placing 1" rods on 6" centers both ways, 12" from the bottom. But it is possible that they would have gotten it too strong and consequently too expensive.

Architects and building engineers have definite data for determining the necessary bearing surface of different soils. For instance, the bearing power of hard pan is taken at 8 tons per square foot, gravel 5 tons, dry clay 3 tons, etc. But we cannot use their data in designing elevator foundations. We have one thing to look after that a building engineer pays very little attention to. That is, "Eccentric loading." A foundation may be properly designed to hold its load when the elevator is loaded, but when one side, or even one corner of the building is loaded to the roof and the balance of the building empty, the action upon the bearing soil is entirely different. Suppose the elevator was designed to have a small amount of cushioning when loaded; what would be the effect, when one side was loaded and the other side empty? The loaded side would settle and the light side would not, and there would probably be something happening.

Another thing to be considered in designing elevator "bottoms," which the building engineers probably never heard of, is the proper method of determining the span of joists, and thus placing the foundations in their proper places. A building engineer can easily figure the

exact weight to be placed upon each square foot of floor. All the weight to be placed in his building will be supported by the floor. Not so in an elevator. A certain amount of the grain is supported by the walls and the balance by the floor of the bins. This depends upon the size and shape of the bin and the material used in constructing the walls. Some areas in the floor support more weight than others. Further than this, when grain is withdrawn from a bin there are forces set up in the walls that must be overcome. Data for determining all this is obtainable and the material must be distributed to overcome these forces.

It may look simple to design a bin, say, ten feet square and fifty feet deep, but how many owners can calculate the weight carried by the floor and the amount supported by the walls, and then the vertical and horizontal loads supported by the walls at any point? Ask the same question of the contractors. There are some who can and some who cannot. Now, which are the most competent to design grain elevators? After the plans are drawn, the one may build as good an elevator as the other.

Mr. Younglove cited some cases where the owner paid dearly for the experience of the contractor. But the owners want the contractors to have the experience first. The owner wants to pay for elevators that will handle the business and not for elevators that collapse. He wants an elevator that he knows will stand, and not one that the designer "Thinks" will stand.

Experience is absolutely necessary in the business, but so is theory. One is worthless without the other. And in order to design an elevator properly, the designer must have the practical experience coupled with the engineering knowledge.

Many owners and some contractors have an idea that grain elevator design is very simple; that all there is to it is to guess at the various dimensions and let it go. Sometimes the guesses are good and sometimes not so good. One poor guess will counter-balance a great many good guesses.

Volumes could be written upon elevator designing, but it would not, could not, be properly understood by the owners. The only proper way is to have a reputable engineer design the elevator and then it will be right. As Mr. Younglove says, there probably are contractors who are competent to engineer this class of structures, who would be glad to retire from active building and give their full attention to elevator designing.

No wide-awake grain dealer can afford to be without the Grain Dealers Journal. It is the only one, in my estimation, that gives practical advice to the grain man.—M. W. Cardwell, Topeka, Kan.

Western grain shippers should write their congressmen, protesting seriously against any change in the present tariff on barley. We have probably barley enough at a price to supply all requirements, and high prices now will no doubt result in largely increased barley acreage next spring, just what is badly needed. It is unlikely that North Dakota and Minnesota will again show so severe a crop loss as on the last crop, and the situation will probably right itself in one season without inviting foreign competition, such as could result in a flood of foreign barley to the benefit of the foreign grower and in direct loss to the American farmer.—Somers, Jones & Co.

## Reparation Awarded for Failure to Furnish Car of Capacity Ordered.

The Interstate Commerce Commission recently awarded reparation in the sum of \$9.60 with interest since July 1, 1909, to William K. Noble of Ft. Wayne, Ind., on account of failure of the B. & O. R. R. at Creston, O., to supply a 34-ft. car ordered, the shipper being compelled to use a 36-ft. car, of 6,000 lbs. higher minimum. Commissioner Prouty said:

Creston is a small local station, and the Baltimore & Ohio has no physical connection with the other two lines serving that point. Defendants therefore suggest that cars of what they term exceptional sizes should be ordered at Creston further in advance than at junction or other more important points, and that a week or ten days would be reasonable notice. Complainant asserts, however, that three or four days should be ample.

Defendants assert complainant in using the larger car virtually withdrew his request—that is, the larger car was furnished for the shipper's convenience and not for the accommodation of the carrier. The record shows, however, that the Creston agent made daily requests for a 34-foot car up to the date of movement, and that complainant accepted the larger car only when informed that it was the only equipment available.

The real question, we think, is whether the car ordered was "promptly furnished" within the meaning of Rule 66 of Tariff Circular 17-A, that "the Commission believes it to be the duty of every carrier to incorporate in its tariff regulations a rule to the effect that when carrier cannot promptly furnish car of capacity or dimensions desired by the shipper, and for its own convenience does provide a car of greater capacity or dimensions than that ordered, such car may be used on the basis of the minimum carload fixed in the tariffs for cars of the dimensions or capacity ordered by the shipper."

In our opinion the car was not "promptly furnished." It is true carriers cannot in all instances secure equipment upon demand, and there is no question that every reasonable effort was made to fill this order promptly, but, as suggested in the rule quoted, if carriers cannot promptly furnish the service offered in their tariffs, other arrangements as advantageous to the shipper should be provided for and published. It surely cannot be contended that this shipment should have been delayed indefinitely; yet defendants admit that on June 18, the date of the movement, they had no assurance when a 34-foot car could be had. It is true complainant was advised that the 30,000 pound minimum would apply to the 36-foot car, but this information merely supplemented the tariffs themselves in effect at that time.—20 I. C. C. 72.

Vice Consul General Henry D. Baker reports from Sydney that Australian wheat harvests for 1909-10 have established a record with an aggregate yield of 86,000,000 bus. compared with 62,500,000 in the previous season, and 74,000,000 bus. in the previous record crop year of 1903-4. The area seeded to wheat in 1909-10 was about 6,250,000 acres, 1,000,000 more than in the previous season, and the acreage now under crop for the season of 1910-11 is about 7,000,000 acres.

## NEW TARIFF AGREEMENT With Canada.

Officials of Canada and the United States submitted to Parliament and Congress simultaneously Jan. 26 identical tariff acts to become effective in either country as soon as the other adopts the agreement.

This measure by enacting free trade in cereals between the two countries will affect the grain trade on both sides of the border, increasing the area tributary to the grain markets in the northern states, and greatly enhancing the prices paid grain producers in western Canada. The bill has the cordial indorsement of Pres. Taft, is favored by the New England states and will be welcomed by the ultimate consumer everywhere. It is opposed by special interests and by producers along the border of commodities on which the duties are cut.

Articles imported are divided under this agreement into four schedules, A, to be free of duty; B, to be admitted at a reduced duty; C, at a special rate when originating in Canada; D, to be admitted at a special rate only from the United States. Among the changes from the present duties prescribed under the agreement are the following:

### Schedule A.

Free of duty between the two countries:

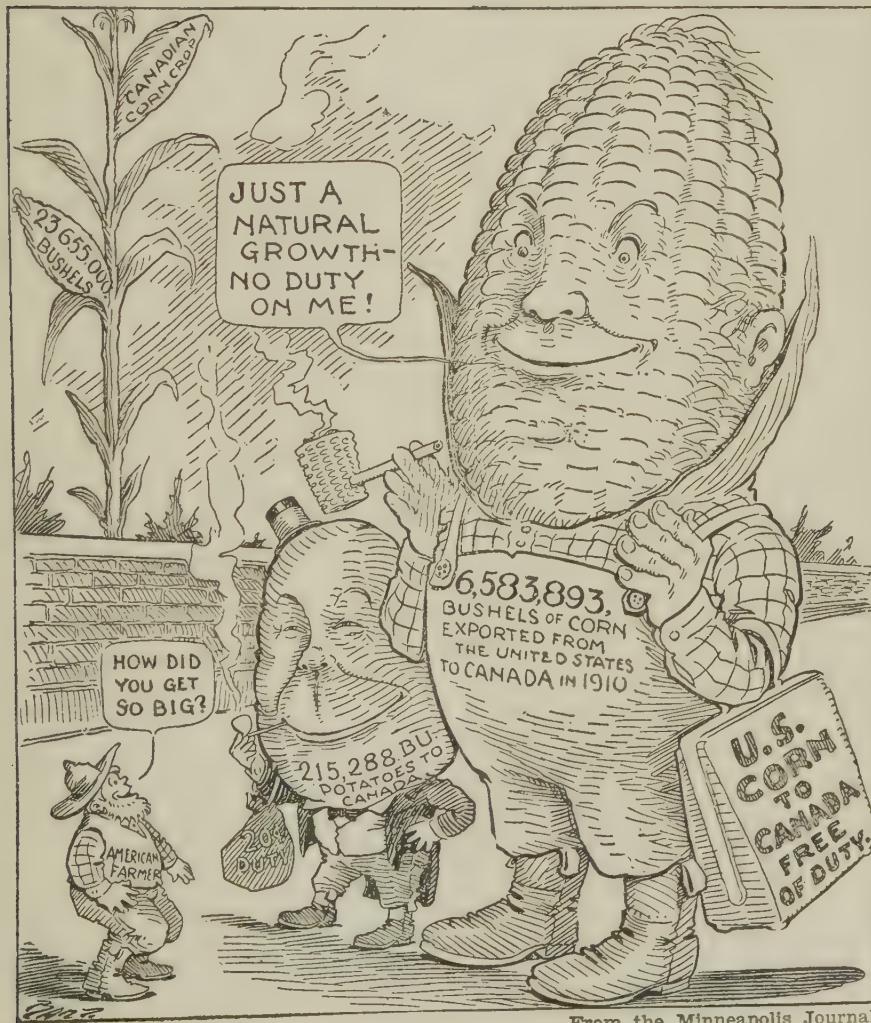
Commodity.	Present U. S. Duty.	Present Canadian Duty.
Wheat	25c bu.	12c bu.
Rye	10c bu.	10c bu.
Oats	15c bu.	15c bu.
Barley	30c bu.	15c bu.
Buckwheat	15c bu.	15c bu.
Dried peas	25c bu.	15c bu.
Dried beans	45c bu.	25c bu.
Corn, not for distil'n.	15c bu.	Free
Cow peas	25c bu.	15c bu.
Flaxseed	25c bu.	10c bu.
Clover and timothy seed	Free	10 p. c.
Other field seeds	10c lb.	10 p. c.
Hay	\$4 ton	\$2 ton
Straw	\$1.50 ton	\$2 ton

### Schedule B.

To be admitted from either country to the other at a reduced reciprocal duty:

Commodity.	Present U. S. Duty.	Canadian Duty.	Proposed Duty.
Wheat flour and semolina	25 p. c.	60c brl.	50c brl.
Rye flour	1/2 lb.	50c brl.	50c brl.
Oat meal and rolled oats	1c lb.	60c 100 lbs.	50c 100 lbs.
Corn meal	40c 100 lbs.	25c brl.	12 1/2c 100
Ba rley malt	45c bu.	45c 100 lbs.	45c 100 lbs.
Pearl barley	2c lb.	30 p. c.	1/2c lb.
Buckwheat flour	25 p. c.	50c 100 lbs.	1/2c lb.
Prepared cereals in pkgs.	20 p. c.	25 p. c.	17 1/2 p. c.
Bran, mill feed	20 p. c.	17 1/2 p. c.	12 1/2c 100

It would be impossible to continue business and be without the Grain Dealers Journal.—Carpenter-Forsythe Grain Co., Fairview, Mo.



From the Minneapolis Journal.

### BETTER ELEVATORS.

BY J. F. YOUNGLOVE.

In January a contract was let in Illinois for an elevator where the difference in bids was nearly \$1,700 on the same capacity and equipment "supposedly." The same proposition occurs in Iowa, Dakota, Minnesota and Nebraska, only not on quite so broad a margin—\$300 to \$600 is about the average amount. Would this not appear to one at all experienced in this line, that these propositions would bear careful comparison, both plans and specifications—also the careful looking up of the standing and reputation of the ones making these low priced propositions? Where such wide difference in cost or bids are made, it usually happens the low bid is from a new concern in the business, and not having experience in this line, gets out plans which are impractical and visionary. They may be perfectly honest in thinking their conception of what an elevator shud be is just right, and far ahead of those designed and put out by some old "has been," or "back number." Their work being based on a line of the barn builder naturally results in the saving of quite a large sum in the first cost, and they will succeed in securing some contracts. When one of these "grammar school" creations collapses the owner will awaken to the fact that FIRST COST is NOT the whole cost.

If the excuse or imitation shud stand the strain without going to pieces, repairs and strengthening of the weak points will be in order. Transmission worn out on account of not being properly installed must be replaced. One repair follows another, until the building is entirely overhauled, and rebuilt. It is not always ignorance that causes these deplorable conditions.

### Canadian Grain Elevators.

The total number of grain elevators and warehouses thruout Canada on Aug. 31, 1910, was 1,840, with a total storage capacity of 94,266,100 bus., as reported by the Department of Trade and Commerce. This total does not include the 3,500,000-bu. first section of the Grand Trunk Pacific Elevator just completed at Fort William.

The bulk of the grain comes through the elevators of the western grain inspection division, which have increased in number from 523 with a total storage capacity of 18,879,352 bus. in 1900-1 to 1,820 in 1909-10, with a capacity of 77,901,100 bus., which added to the 20 eastern transfer elevators with a capacity of 16,365,000 bus. makes the totals for Canada 1,840 elevators and warehouses. The following table shows the annual increase in the number and capacity of the western elevators during the present century:

Year.	Eltrs.	Whses.	Capacity.
1900-1	426	97	18,879,352
1901-2	545	85	23,099,000
1902-3	740	82	30,356,400
1903-4	918	64	41,186,000
1904-5	976	46	46,953,630
1905-6	1,065	53	50,690,700
1906-7	1,221	52	55,222,200
1907-8	1,318	36	58,535,700
1908-9	1,428	41	63,190,100
1909-10	1,782	38	77,901,100

The Grain Dealers Journal is a very good paper to take and I have always found it to be a benefit to me in more ways than one and find that there is always something to learn although I have been in the business buying grain for 17 years.—D. W. Hunter, Crary, N. D.

# Seeds

The Zack Davis Co., seed growers of Delaware, O., recently suffered loss by fire.

The J. G. Peppard Seed Co., of Kansas City, Mo., has been incorporated with \$100,000 capital stock.

A bill prohibiting the sale of impure or mixed field and garden seeds has been introduced in the Missouri legislature.

An exhaustive treatise on alfalfa is being written by Chas. J. Brand, expert plant physiologist of the U. S. Dept. of Agriculture, and will soon be published.

The Huber seed bill now before the Ohio Legislature permits growers to sell seed containing noxious weeds but forbids the sale of such impure seed by dealers.

Minneapolis received in January 237,710 bus. of flaxseed and shipped 30,470, against 965,840 bus. received and 69,360 shipped in January, 1910.—John G. McHugh, sec'y Chamber of Commerce.

Duluth received in January 64,275 bus. of flaxseed and shipped 55,433 bus., compared with 172,639 bus. received and 262,149 shipped in January last year.—Chas. F. Macdonald, sec'y Board of Trade.

Louisville received 1,655,520 lbs. of clover seed in January and shipped 1,664,485 lbs., compared with 1,741,630 lbs. received and 1,859,047 lbs. shipped in the same month last year.—James F. Buckner, sec'y Louisville Board of Trade.

Mark Rich, a seed grower of Fall River County, South Dakota, at the conservation congress held at Pierre recently was appointed chairman of a committee to work out a plan to organize the Western South Dakota Seed Growers Ass'n to handle alfalfa seed on a co-operative plan.

Garton's Book of the Farm for 1911 has just been issued by the Garton-Cooper Seed Co., containing besides a catalog of its specialties a handsomely illustrated description of the seed breeding methods that have created such remarkable strains as the Regenerated Swedish Select Oat.

Baltimore received during January 532 bus. of clover seed against 2,882 bus. received in the same month last year. Shipments included 208 bus. of clover seed and no timothy seed compared with 1,005 bus. of clover and 1,816 bus. of timothy seed shipped in Jan., 1910.—James B. Hessong, sec'y Chamber of Commerce.

Milwaukee received during the month of January, 70,070 lbs. of timothy seed and 220,455 lbs. of clover seed compared with 39,740 lbs. of timothy seed and 322,197 lbs. of clover seed during the month of January, 1910. No shipments for the month were made compared with 6,750 lbs. of timothy and 875,710 lbs. of clover seed during January, 1910.—H. A. Plumb, sec'y Chamber of Commerce.

A campaign to promote the growing of Grimm alfalfa will be begun this spring by the Minnesota Experiment Station. This strain of alfalfa was introduced from Germany 54 years ago by Wendelin Grimm, who settled in Minnesota, and by careful selection of seed developed the plant and it has proven perfectly hardy. The U. S. Department of Agriculture will undertake its dissemination in other states of the Northwest.

The Seed Trade Reporting Buro has inaugurated a semi-monthly letter to subscribers in which an endeavor will be made to give all information obtainable of interest to seed dealers. The new buro will be conducted by L. M. Smith & Co. of Chicago, who has associated with him men of long experience in the seed trade.

A year ago receipts of clover seed up to Dec. 31 were about 35,000 bags at Toledo, and thence to May 1 about 42,000 more, or a total of 77,000. In other words, the heaviest movement came in the latter end because of the surplus of old seed in farmers' hands. This season there is no old seed to fall back upon. High prices and favorable weather early facilitated liberal movement and it is generally conceded that the movement from the country the next four months must of necessity be very light.—*The Crumbaugh-Kuehn Co.*

Cincinnati received during the month of January 4,002 bags of clover seed, 1,687 bags of timothy seed, 8,557 bags of other grass seed; compared with 3,899 bags of clover seed, 1,148 bags of timothy seed and 16,606 bags of other grass seeds during January, 1910. Shipments for the month amounted to 5,233 bags of clover seed, 2,351 bags of timothy seed, and 4,923 bags of other grass seeds; compared with 3,269 bags of clover seed, 2,662 bags of timothy seed and 13,558 bags of other grass seeds during January, 1910.—C. B. Murray, supt. Chamber of Commerce.

Eastern buyers of clover seed are still shy and speculation is quiet. February usually sees a liberal decrease in stocks. Limited cash demand now may mean unusual keenness next two months. Big bulls still stubborn and hopeful. March is generally the king shipping month. 1905 crop is the only exception when April was leader. March shipments last season were large, being 28,670 bags, against 23,400 two years ago, 11,500 three years ago, 19,000 four years ago. 1905 crop March shipments were 18,900 bags and April 26,300. April usually shows sharp falling off from March.—*C. A. King & Co.*

During the 11 months prior to Dec. 1, 1910, imports of seeds included 14,983-187 lbs. of clover seed and 7,395,541 bus. of flaxseed compared with 14,299,926 lbs. of clover seed and 973,162 bus. of flaxseed imported in the same months in 1909. Exports during the first 11 months of 1910 included 4,276,110 lbs. of clover seed, 4,260 bus. of flaxseed, 17,544,189 lbs. of timothy seed and other grass seeds valued at \$256,800; against 13,046,716 lbs. of clover seed, 36,141 bus. of flaxseed, 21,034,842 lbs. of timothy seed and \$562,080 worth of other grass seeds exported during the corresponding period of the previous year, as reported by O. P. Austin, chief of the Buro of Statistics.

Toledo field seed dealers are relieved to hear that the pure seed bill, known as the Huber bill, before the present legislature is not likely to pass. F. L. Southworth, of the Produce Exchange legislative committee has been in Columbus the last few days watching the progress in the matter. The local dealers declare the bill is an attempt to put the seed merchants out of business. "The plan might work in New Jersey or some state where the grain is not raised," says Fred Mayer, of the J. F. Zahm & Co., "but to apply in Ohio where much is raised and great quantities shipped from the state would be disastrous." The

bill is now in the hands of the senate committee and before any action is taken a hearing will be given the grain men.

Toledo received during the week ending Feb. 4, 1,965 bags of clover seed, against 2,000 bags received during the corresponding period last year. The total received this season to date amounts to 47,000 bags against 37,250 bags last season. Shipments for the week amounted to 3,225 bags of clover seed against 5,200 bags a year ago. The total shipped to date this season amounts to 21,000 bags against 20,500 bags last year. During January Toledo received 6,882 bags of clover seed, compared with 5,541 bags in January, 1910. Shipments for the month were 7,863 bags of clover seed; compared with 7,837 during January, 1910, as reported by A. Gassaway, sec'y Produce Exchange.

A reference collection of the seeds of 100 weeds and useful grasses has been prepared in the seed laboratory of the Canadian Department of Agriculture for the use of seed merchants and agricultural institutions as a means of assisting in the identification of seeds of useful and noxious plants. A complete set of these 100 samples in 2½-in. screw capped bottles, contained in a neat case, 11x18 ins., is supplied to seed merchants at the price of \$2, by Geo. H. Clark, seed commissioner. Each sample is labeled with its common name and a number on the bottle refers to a list within the cover of the case stating also the scientific name, whether annual or perennial and where commonly found. This collection is admirably adapted to its educational purpose, and in its conception and execution is very creditable to the Dominion Department of Agriculture.

The Philadelphia Seed Co., of Philadelphia, Pa., which was incorporated a year and a half ago, has built up a large wholesale business in grass and field seeds. In order to care for the increased business the company has found it necessary to find more commodious quarters, and has recently removed to a 7-story structure giving twice the floor space and having a full equipment of seed cleaning machinery. Much of the success of this new company is due to seed selection by laboratory methods. C. A. Neal, pres. and treas. of the company, was for 4 years connected with the government grain standardization and seed distribution laboratories at Washington, a year of his time having been devoted exclusively to investigation of proper methods of seed cleaning. He was for two years prior connected with a wholesale seed house of Baltimore. J. C. Rupp, secretary, is a trained farmer and was for 5 years in the employ of a wholesale seed and poultry feed house.

Chicago received during the month of January 1,311,100 lbs. of timothy seed, 94,400 lbs. of clover seed, 767,400 lbs. other grass seeds and 49,500 bus. of flax seed; compared with 1,927,056 lbs. of timothy, 159,388 lbs. of clover seed, 2,970,264 lbs. of other grass seeds and 96,000 bus. of flax seed during Jan., 1910. Shipments of seeds during the month were: 11,300 bus. of flaxseed, 2,078,400 lbs. of timothy seed, 480,300 lbs. of clover seed, 1,389,800 lbs. of other seeds; compared with 10,420 bus. of flaxseed, 1,968,954 lbs. of timothy seed, 316,546 lbs. of clover seed and 3,884,054 lbs. of other seeds in Jan., 1910, as reported by Geo. F. Stone, sec'y of the Chicago Board of Trade. Chicago received during the week ending Feb. 4, 411,400 lbs. of timothy seed, 49,900 lbs. of clover seed, 537,700

lbs. of other grass seed and 24,000 bus. of flaxseed, against 736,600 lbs. of timothy, 301,835 lbs. of clover seed, 590,200 lbs. of other grass seeds and 32,000 bus. of flaxseed during the corresponding week in 1910. Shipments during the week were 535,100 lbs. of timothy seed, 148,300 lbs. of clover seed, 574,800 lbs. of other grass seeds and 3,000 bus. of flaxseed against 810,176 lbs. of timothy seed, 114,300 lbs. of clover seed, 1,023,524 lbs. of other seeds and 6,276 bus. of flaxseed during the corresponding week in 1910.

### From the Seed Trade.

Whitney-Eckstein Seed Co., Buffalo, N. Y.: We are having a good demand for everything.

Chas. E. Prunty, St. Louis, Mo.: Red clover, timothy, Kentucky blue grass and red top seed were deficient crops in the vicinity of St. Louis. However, at the increased prices, supplies may equal requirements.

Kraus & Apfelbaum, Columbia City, Ind.: We believe stocks of seed in dealers' hands are much less than last year. Very little is in growers' hands. With us trade is very good and we are selling a great deal of seed to the jobbing trade, which seems to be having a large business. We anticipate a very heavy spring business.

Otto Schwill & Co., Memphis, Tenn.: The demand for grass and clover throughout the South is increasing very largely. The Southern people are realizing the necessity of having pasture and growing hay and are especially seeding largely of alsike clover and timothy mixed which seems to do exceedingly well; likewise the seeding of alfalfa is being increased each year. Certain sections of the South are especially adapted for this crop and we get four or five cuttings a year. The red top or herds grass is especially suited for the low lands, and for pasture, a combination of red top, meadow fescue and tall meadow oat grass is giving fine results. The outlook for seeding this spring is very bright. The high prices, however, on many of the varieties of grass and clover keeps the farmers from seeding as largely as they would.

### Enforcement of North Dakota Pure Seed Law.

H. L. Bolley, state seed commissioner and botanist of North Dakota, has recently issued the following circular letter to seedsmen:

I would respectfully call attention to the requirements of the North Dakota pure seed law concerning proper labeling of agricultural and garden seeds sold, or offered for sale for sowing purposes. Sections No. 1 and 2 demand that all seeds sold or offered for sale or distribution in the state be distinctly labeled so as to show the common name of the seed and the name of the parties responsible for the sale or distribution of such seeds.

If you are not sure that the seeds sold or offered for sale or for distribution in the state are sufficiently clean to meet the requirements of the law, all the packages, bags, or bulks of such seed, and the bill of lading should be further plainly marked "uncleaned seed" to comply with the requirements of Section 6. Section 6 also requires that no such "uncleaned seed" shall be sold or delivered within the state for sowing purposes without the consent of the purchaser.

In so far as our facilities allow, the

pure seed laboratory of the Agricultural College, Fargo, N. D., will furnish analyses of any seed samples sent in by citizens of the state. Number each package, attach your name and address, and accompany the same with a letter describing the seed. No reports will be given unless accompanied with the information as to the origin of the seed, whether home grown or procured from other parties. In the latter case, give the name of the party, firm, or corporation who sold the seed to you. Parties living outside of the state, doing business in the state, must test their own seeds.

### Hull Seed Market of 1910.

During 1910 Hull, Eng., saw a record year for high prices for most seeds and oils and, as high prices generally mean difficult conditions of trade, there is no doubt this has been a trying time for all concerned. In the early part of the year speculation in seed and oil was rife,

The speculators, encouraged by short crops, chose these articles and did very well for a time, but as frequently happens, carried the game too far, and in the end lost heavily. Bad debts, both frequent and heavy, were the natural result, and brokers look back on that period as a nightmare. With the elimination, to a certain extent, of the speculative element, business again settled down to more normal limits, and enabled the regular traders to recover much of their loss.

A remarkable result of all this speculation was the enormous shipment in the early months of all articles, which, on arrival taxed the facilities of the port to their utmost capacity. The ordinary storage room was found absolutely insufficient and recourse was had to all sorts of curious places—empty houses, stables and even a chapel being requisitioned for storing seed and grain. Still it was impossible to get everything under a roof and huge piles of seed were to be seen stacked out in the open and covered with tarpaulins.—*Corn Trade News*.

### Mustard Seed in Germany.

Both yellow and black mustard are cultivated in Germany, writes Consul Hackara of Berlin. The yellow or white mustard is grown for its seed, from which table mustard is prepared. Black mustard yields an etheric oil used for food and fuel, and black mustard meal is as added to white mustard in preparing table mustard.

Imports of mustard seed into Germany during 1908 and 1909 were 5,842 and 5,959 metric tons, respectively, and the exports 256 and 258 tons. The duty on mustard seed when imported from the United States is 2 marks per 100 kilos, equivalent to 22 cents per 100 lbs. Most of the imports come from Russia, Italy and thru the Netherlands. Importers can purchase the yellow Russian seed at the ports of Stettin or Hamburg at 300 marks per metric ton, delivered. Germany has about 450 mustard factories.

I find that the Journal is practically a part of my business and I am always glad to see the 10th and 25th of each month come around.—R. Lupton, San Antonio, Tex.

### New President Baltimore Chamber of Commerce.

Ferdinand A. Meyer, who was chosen as president of the Baltimore Chamber of Commerce, on Feb. 1, is a native of that city. He was born 47 years ago and after a course at the City College started his business career in 1882 with the old firm of Tate, Muller & Co. With them and their successors ever since he has during the past 29 years accumulated a fund of grain trade information possessed by few so young.

Mr. Meyer is a musical critic, a litterateur and has written a number of val-



F. A. Meyer, Baltimore, Md.  
New Pres. Chamber of Commerce.

uable papers. He is an expert judge of grain and has served on several of the active committees of the Chamber of Commerce. He has made a study of European conditions and is a recognized authority on the Baltimore Chamber of Commerce as to European crops and European requirements.

As vice pres. of the Louis Muller Co., Mr. Meyer handles the foreign export portion of their business. He speaks German and reads French. A portrait of Mr. Meyer is reproduced in the engraving herewith.

The Grain Dealers Journal is a very good paper and I have always found it to be a benefit to me. I find that there is always something to learn altho I have been in the business of buying grain for 17 years.—D. W. Hunter, Crary, N. D.

## Council of Grain Exchanges Meets in Chicago

The annual meeting of delegates representing the grain exchanges comprised in the Council of North American Grain Exchanges was called to order at Chicago, Feb. 6, by Pres. James Bradley.

Pres. Bradley: Practically all of the exchanges are represented by delegates. In the absence of any regular sec'y I ask Mr. Bert Ball to assist in that work as temporary sec'y.

Mr. Ball called the roll of delegates.

Mr. Bradley read the president's address, from which we take the following:

### PRESIDENT BRADLEY'S ADDRESS.

We have quite a long program before us, but I do want at this time to give an account of the work that has been done since our meeting in New York.

At the New York meeting a resolution was offered, directing the officers of the Council to invite grain dealers to be present at this Council meeting from cities which have no commercial organization. In conformity with this resolution, an urgent invitation to be present was extended to prominent grain dealers and the secretaries of various State associations irrespective of any commercial organization.

**B/L Address:** In accordance with the resolution passed at the New York meeting, directing that a copy of James W. Warner's "Bill of Lading" address be sent to each Senator, together with a copy of the resolutions adopted on House Bill No. 25335, this was done and many encouraging letters were received from the various Senators. Twenty thousand copies of the Warner address have been distributed by the various Exchanges which are members of the Council, besides many of them were sent to prominent bankers of the West, and every Bank in Chicago was provided with a copy of the address.

**Amend By-Laws:** In pursuance with the recommendation made at the New York meeting that the By-Laws be amended so that the smaller Exchanges might join the Council without any initiation fee and by paying \$100 a year dues with the privilege of sending one voting delegate to each meeting, I called a meeting of the Executive Committee in Chicago to take action on the above subject. At that time the following members of the Executive Committee were present: E. Pfarrus, New York; S. H. Jones, Duluth; N. L. Moffitt and Bert Ball of St. Louis, Frank G. Crowell of Kansas City.

The unanimous feeling at that time was to the effect that if any results were to be accomplished before this meeting, prompt action should be taken in accordance with same; the following resolution was offered:

That the provisions of the Constitution and By-Laws of the Council of North American Grain Exchanges in reference to dues and fees be amended to read as follows:

All Exchanges entering the Council shall pay an initiation fee of \$100 as a condition of membership. They shall pay in addition the sum of \$200 annually as dues, payable at the regular February meeting. Except there is hereby created Class B of members of the Council of North American Grain Exchanges who may become members of said Council without payment of initiation fees and by the payment of dues of \$100 per annum, payable at the regular February meeting, and said Exchange shall be entitled to one voting delegate to the Council.

and as your President has been working since that time on this basis, I would recommend that this amendment to the By-Laws be endorsed and confirmed at this meeting of the Council.

Since the amendment was decided upon, repeated invitations have been extended to the smaller Exchanges to join the Council under this provision, and as a result, the Wichita Board of Trade has asked to join the Council. A representative of the Council appeared before the Grain Committee of the Louisville Board of Trade and the Directory of the Pittsburg Grain & Flour Exchange and not only urged that these Exchanges join the Council, but that a good representation be sent to this meeting. A visit was also made to Indianapolis,

Memphis and Detroit in the interest of the Council.

It was believed, that under the original By-Laws of the Council, which required \$100 initiation fees and \$200 a year dues, that the cost was too high for the smaller Exchanges and that they would join under the amended By-Laws. Repeated invitations have been extended to all the Exchanges in the United States to join the Council, and I believe it is only a question of demonstrating to them the value of the work of the Council, until the majority of those not in the Council will become members. All of them desire to be shown and when the Council demonstrates that it can be of service and value to them, I believe they will gladly join.

**The Memphis Merchants Exchange** has requested that its resignation as a member of the Council be accepted, owing to the fact that the Exchange feels the original cost of joining the Council, which was \$100 initiation fees and \$200 a year dues, is more than the Exchange can bear financially. However, I am assured that the Memphis Merchants Exchange will be glad to lend its influence to the work of the Council and will remain a member of the Council under Class B amendment, providing the Exchange is given credit with \$200 as dues for the coming two years. I would recommend that the Memphis Merchants Exchange be allowed to remain in the Council under these conditions, for we need the influence of the Exchange and no doubt we are in a position to be of service to it, especially since a very stringent anti-option bill is being introduced in the Tennessee legislature.

**Meet Once a Year:** At the meeting of the Executive Committee, it was the consensus of opinion that once a year was sufficient for Council meetings, and it was suggested that this subject be discussed at this meeting, and the Constitution and By-Laws be so amended.

Considerable publicity has been given to the work of the Council since the September meeting, both through the press and by private correspondence. Every member of every grain Exchange in the United States, which is not a member of the Council, has been provided with a copy of the Constitution and By-Laws and particular attention has been called to the objects of the Council. The personal views of the members of each Exchange outside the Council were solicited in regard to membership, and I am pleased to report that there is little opposition among any of the members of the Exchanges outside of the Council, to their Exchange becoming affiliated with the Council.

**Solicitors Shud Be Members:** At the meeting of the Executive Committee, the subject of requiring traveling men to be members of an Exchange before soliciting for their respective houses, was considered, and it was deemed such an important subject that it was considered wise that it should be brot before the Council as a whole at this meeting.

In conclusion, I strongly suggest that at this meeting action should be taken for the election of a permanent secretary of the Council and provisions made for paying such secretary a fair and reasonable salary, as the good work that has been started by the Council can only be carried to a successful termination by having some official in close touch with the President who can devote a good share of his time to the work.

Wm. Richardson moved a committee of 3 be appointed to act on recommendations of Mr. Bradley and adopt suitable resolutions.

**C. W. Lonsdale:** It seems to me this Resolutions Committee might consider raising the dues.

Pres. Bradley: It was felt that most of the seed improvement expense would be borne by the more important exchanges.

Pres. Bradley: As the committee on resolutions I appoint W. M. Richardson, C. W. Lonsdale and S. P. Arnot.

Pres. Bradley: At the request of Frank I. King, who is unable to be here on account of his wife's illness in New York, his paper on "Uniformity in Recording

Movement of Grain" will be read by H. L. Goemann:

### A FEW KICKS.

This Council is doing commendable work in stimulating better results on the farm. It may require another generation and more scientific farming to secure yields now attained abroad. This Council was created to kick, improve, popularize and broaden the grain trade.

"Uniformity in recording the movement of grain" is the text assigned me to kick on today. Grain statistics need a new uniform. This Council should be the tailor. Boards of Trade are chartered by the different states and it is their duty to provide the public with reliable and up-to-date information about the grain trade. This Council should suggest improvements, agitate and kick until the reforms are accomplished. Merely passing resolutions will not be sufficient. Be progressive. Get results.

**Visible supply table** needs some new legs. The old ones have a lean and hungry look. Why should the official report issued by the Chicago Board of Trade leave out the amount in private elevators and mills? They frequently have larger stocks than the public elevators. This grain may not be immediately available on contracts but the trading public is aware of these supplies. Bradstreet covers the amount in private elevators in Chicago, Minneapolis and Milwaukee. E. Frank Howard makes the most comprehensive report, including flour. Why leave out Omaha, Cleveland, Louisville and Nashville? Their grain stocks recently have averaged around six millions. Bradstreet by private enterprise covers sixty-two places in the United States while the official visible partly covers only nineteen. The public is entitled to the facts.

**Primary receipts and shipments** are misleading. They should represent the actual crop movement at all of the leading markets. They cannot unless all adopt a uniform method in reporting. They should include the local and through receipts and withdrawals by mills. Minneapolis does not include through movement nor any at some of the private elevators. Its shipments do not include withdrawals by mills.

Stocks at Kansas City include amount in public and private elevators, all through grain in movement, but not withdrawals by mills. Chicago includes through grain, so do St. Louis and Toledo. St. Louis in its shipments includes withdrawals by mills. Buffalo has the most complex system. It includes water movement but not rail.

Seaboard markets vary. Baltimore and Philadelphia in their shipments include withdrawals by mills but New York does not. The way the movement is recorded should be made uniform. Decide now upon the best method, then kick until it is adopted. This Council should blaze the way. Will it?

**Create a real committee on statistics.** Let it cover crop reports as well as grain movement. Command the Agricultural Bureau for its progress. It intends talking in plain figures as well as percentages. It should co-operate with the state bureaus and all should adopt a uniform standard in reporting. Some of the state bureaus have been afflicted by political changes, impairing their usefulness. Illinois has suffered the most, Kansas the least.

Organize. Kick. Give the Executive Committee a live Secretary. Progress. Get results.

**N. L. Moffitt:** I move we create a committee on statistics.

**C. W. Lonsdale:** I suggest this committee should have a representative from each market. Carried.

Pres. Bradley: Are any of the committees appointed at the last meeting ready to report?

**Chas. England:** The B/L committee has little to report because the Stevens bill remains in *status quo*. I called on the chairman of the congressional committee and he said on account of the disorganized condition of his committee nothing could be done. I had correspondence with Representative Stevens, who still urged that members of our organization press the Senate committee until the bill is passed.

On motion the report was received and the committee continued.

**Chas. England:** We wrote the different exchanges asking them to communicate with their representatives in con-

gress, urging the passage of the Stevens bill.

H. L. Goemann moved the pres. write the different exchanges to give their support to the Stevens bill at this session.

Pres.: Shall the minutes of the previous meeting be read?

Wm. Richardson: I move the reading of the minutes be dispensed with. Carried.

N. L. Moffitt, chairman of the credit ass'n committee: I have turned this matter over to Mr. Messmore, who has kindly consented to read a paper on "Suggestions for a Credit System."

John L. Messmore read a paper, from which we take the following:

**A GRAIN DEALERS CREDIT BUREO.**

In nearly every line of business are credit associations which save their members thousands of dollars. While these associations are not a positive guarantee against loss, they are the means of minimizing the loss and keeping the members on their guard. Grain men have been woefully lacking in this respect and yet I know of no body of men who could be more easily organized. I once heard one of the country's largest manufacturers say he would not have a credit man who never made a loss. There are many worthy men in the trade of moderate means who are deserving of a moderate line of credit and there are many sharks with ample means who are not worthy of credit.

While the organized Commercial Agencies endeavor to rate business men as nearly correct as possible, yet they are often misinformed. For example, a few years ago, one of our traveling men solicited business from a miller in Illinois. It was in August and the miller having a small storage capacity had to ship out considerable wheat when the rush was on. Our representative wrote us that the miller had promised a trial shipment and if the sale was satisfactory we would get a good run of shipments, as the wheat crop was heavy. Two days later a draft for \$400.00 with B/L attached for car wheat was presented. We looked up his rating and found he was rated ten to twenty thousand dollars. We promptly paid the draft and when the car of wheat was weighed, it contained less than two hundred bushels. The miller was judgment proof and we lost over \$200. I afterwards learned he had sued a young woman for breach of promise of marriage. While relating this story on "Change one day, one of the listeners said—"Why didn't you ask me about that man? He caught us last year for \$300.00."

We had another case where a shipper in Nebraska ran an elevator, a general store and a big ranch. He did business with us for two years very satisfactorily, then crop and market conditions changing we did not hear from him for over a year, when one day we received a draft for \$950.00 with B/L attached for two cars of rye. Thinking he was in the same financial condition as formerly we paid the draft and the rye not arriving in a reasonable time we started a tracer after the shipment. A few days later we received a letter from him stating that he was in poor health and that he was going away for a time. If anything happened to him to show that letter to his wife and if his account was overdrawn she would make it good, as his life was heavily insured. On receipt of the letter my partner started for Nebraska at once. On his arrival he found the man had committed suicide the day he mailed the letter. The bills of lading were forged. A prominent Chicago firm was caught for over \$2000. We finally recovered \$400. In the year intervening he had become heavily involved, his estate was heavily encumbered and much of his life insurance was assigned or had lapsed.

Numerous shippers make small overdrafts on a declining market and then tell you that they did not get the market for their grain or hay. When you ask for their money they answer like the Swede in North Dakota.

**Contract Jumpers** and men who buy stuff before the market declines claim your grain or flour is not up to sample and want a reclamation. Many of these small accounts are not sufficient to sue on but in the aggregate they make quite a total. The time has now arrived when we should have a salaried secretary of this organization. If we organize a credit department the secretary could manage it. I believe we could get from eight hundred to one thousand subscribers to this credit department who would be willing to pay \$10.00 per year for the information the de-

partment would give them. I therefore suggest that the Executive Committee be authorized to proceed to organize a credit department.

N. L. Moffitt: I move the executive committee take up this matter of a credit ass'n with power to act. Carried.

H. L. Goemann, chairman of the intermarket agreement committee: I beg to report that I am unable to report. I took up with the different exchanges the matter of what they wished to have incorporated in an intermarket agreement for margins on cash grain. I feel the committee would like to have more time and report at next meeting.

J. C. F. Merrill moved the committee be continued and time requested be granted. Carried.

H. L. Goemann: I suggest we concisely state for the benefit of new delegates what work has been undertaken by the Council that they may have information on the matters on which they are called upon to vote.

Chas. F. Macdonald: I suggest that when any subject comes up the delegates be given full information.

Frank M. Bunch: The Chicago Board of Trade cordially invites the delegates and representatives to a luncheon in the east room on the mezzanine floor at 1 o'clock.

Adjourned to 2:30 p. m.

**MONDAY AFTERNOON SESSION.**

The afternoon session began with an address by S. P. Arnot, on "Discontinuing Trade in Futures on 15th of Month," from which we take the following:

**Discontinuing Trade in Futures on 15th Day of Month.**

The best people on the exchanges will welcome the day corners are done away with. My suggestion is the adoption of a rule on exchanges where futures are dealt in, to discontinue trading on the 15th day of the month of delivery. When I say discontinue pit operations I mean promiscuous trading in the pit. It puts it up to the man who is running the deal to make good; that is, to take the grain.

If I were short and it happened there was a considerable long interest and I bid up the market then the price would draw the cash grain from this side of the Rocky Mountains; and the short would be penalized only to the amount of the cost of bringing the grain to the market.

So long as we permit this trade after the 15th day of the month, so long will we invite the careless person to step in and sell grain without intending to deliver.

**Corners Drive away Trade.**—When by running corners you get an order for 5,000 bus., you drive away 50,000 bus. of the legitimate trade. It is entirely feasible to discontinue trading in the current month on the 15th day and allow the remainder of the month for the filing of contracts. We could then have a market based on the value of grain in the whole country and one attempting to corner the market would have to buy all the grain in the country.

Chas. Kennedy: Your idea is to give the man 15 free days in which to make delivery.

S. P. Arnot: If this rule is adopted I would have a heavy penalty on a man who stood out and defaulted on his contract.

H. L. Goemann: If I am a cash man and have the stuff in transit would I be penalized?

Mr. Arnot: Yes.

Mr. Goemann: If I can show good faith attempt to deliver and was prevented by stress of weather I should not have to pay a penalty. A distinction should be made between the man whose books show he deliberately stays short, and the man who sold with the reasonable expectation of being able to deliver.

Chas. Kennedy: There is merit in Mr. Arnot's plan.

Mr. Arnot: Mr. Stream, do you not believe that if the cash corn is delivered to him between the 15th and 30th he would find as good a demand for his cash corn?

J. J. Stream: He would not. This system would cut out the shipper after the 15th of the month.

Mr. Arnot: Is it not true that you cash handlers have been able to buy corn and sell it for May delivery at a profit?

Mr. Stream: We do not always have carrying charges. The Chicago warehousemen have been forcing grain into the elevators. This market does not pay a carrying charge any more.

Chas. Kennedy: I move this be made the first order of business Tuesday morning. Carried.

Pres. Bradley: As the committee to act on the president's recommendations I appoint Wm. Richardson, C. W. Lonsdale and S. P. Arnot.

Pres. Bradley: As the committee on statistics I appoint Frank I. King, Geo. H. Davis, N. L. Moffitt, John Marfield, E. J. Furlong, Chas. Macdonald, F. A. Meyer, Wm. Richardson, J. R. Morris, L. W. Forbell, F. A. McClellan, and J. C. Murray.

Pres. Bradley: The auditing committee will be composed of Messmore, Magnusson and Meyer.

Pres. Bradley: We will take up the work of the seed improvement committee.

Bert Ball, sec'y of the seed improvement committee, after stating that he did not wish to anticipate the report to be made Wednesday, briefly outlined the work done since the last meeting, when at a meeting of the committee \$1,000 had been appropriated for the work for 4 months.

J. C. Murray: The committee has not tried to originate new methods of farming, but to bring improved methods into use. We are a circulating medium and we feel we have more influence than the agricultural institutes in the dissemination of good farming. The committee should be authorized to receive contributions from private sources.

H. L. Goemann: Efforts have been made thru the exchanges and the Grain



H. N. Sager, Chicago, Ill.  
Elected Pres. Council of Grain Exchanges.

Dealers National Ass'n to obtain uniform grades of grain. We have accomplished uniform phraseology, but we have not accomplished uniform inspection, and conditions are getting worse.

If the Exchanges do not prevent members from issuing inspection certificates in their own name, the honest man who goes to the regular inspection department for a certificate will be driven out of business. Seventy-five per cent of this business goes to interior points east and south where there is no inspection department; and the buyer having an official weight certificate attached to the grade certificate believes it is all right. Some action should be taken by the exchanges to prohibit this.

E. H. Culver: Many times they will use the official certificate of weight with a sampler's certificate of grade. At a millers' meeting at Columbus, O., I found the certificates complained of were not official, but sampler's certificates.

The foundation of the grain trade is uniformity of phraseology and uniformity of practice. Three ways to accomplish this have been suggested by the Millers National Federation. First, that the grain men appoint a man, the millers appoint a man and the farmers appoint a representative. Second, that the U. S. government appoint a commission to issue licenses to grain inspectors as vessel pilots are licensed.

The inspectors feel keenly the criticism. The difference we have in New York is on the moisture test.

The mixing of stack-burnt, bin-burnt or

mow-burned grain must be stopped, as the U. S. Department of Agriculture is about to inaugurate a crusade against the practice. Such shipments will be confiscated. I hope this council will take action to relieve the inspectors of the odium placed upon them.

J. C. F. Merrill: Some of you might infer that a certificate bearing the No. 2 brand is regular. At Chicago nobody is or has been allowed to sell anything as John Brown's No. 2, or anything which may be a counterfeit of the standard grade.

Sulphured oats it is indeed necessary to sell this way, as the decision of the circuit court declaring invalid the law against the sulphur bleach has not been appealed to the supreme court. The state inspection department will not adopt grades of purified oats until directed by the supreme court. Until then these purified oats must be sold under a proprietary name.

Much of the grain bot in the Chicago market is subject to the approval of the official sampler; but the illegitimate practices elsewhere cannot be charged to the Chicago market.

J. C. F. Merrill: It is utterly impossible for federal authority to take charge of the inspection of all grain arriving at any market. It follows that a great deal of this work must rest with the grain exchanges of each state.

H. L. Goemann: My purpose was to have the Council take action against the unfair practices of private warehouses not under the control of any exchange.

J. C. F. Merrill: One of our firms offered so and so's No. 2 whites. He was immediately called on the carpet and by wire instructed his selling agents to take that grade off their list. Had he not done so he would have been suspended for uncommercial conduct. We do not allow the Board of Trade official sampler to issue a certificate except in confirmation of an Illinois State Grain Inspection Department certificate.

J. C. Murray: One of our private samplers was before the grain committee for such an attempt.

H. N. Sager: It is against the law of Illinois for anyone to issue a certificate of grade unless he is a duly authorized inspector of grain.

E. H. Culver: The fine is too small. These approval certificates are misleading to the interior trade.

H. L. Goemann: I do not believe this whitewash is right. The contract for any graded article should be closed by the official inspection only.

J. J. Stream: I move this subject be referred to a committee. Carried.

C. A. Magnuson read a paper on "Why Should the Commission Man be a Banker," from which we take the following:

### Why Should the Commission Man be a Banker?

The commission man is, and always will be, a factor in handling the grain crops of this country. He acts as an expert between the producer and the consumer whether for internal or external consumption, interstate or foreign. He furnishes his ability and experience to do for his client what a lawyer does for his, or a doctor for his, or a banker for his; but no one, I think, would ask his lawyer to act as his banker, nor his doctor as his lawyer, nor his banker as his merchandise broker, but unfortunately a system has grown up in the strenuous competition of the grain commission business, that has imposed the business of banking on the commission man.

This is an age of specialization, where every man, whether in business or the professions, has to diagnose each case as it

comes to him, but each man, if he goes out of his own province, is liable to make a wrong diagnosis, come to wrong conclusions, and be inefficient both to himself and to his client. The commission man attempts to extend a large line of credits to people in the grain business in different parts of the country, over whom he has no jurisdiction. He is not in touch with them, except occasionally as his representative may reach them. When he advances money on grain he does not know they possess, or the condition it is in, he is liable to get into very dangerous financial quarters, and thereby not only injure himself and clients, but injure the reputation of the Exchange of which he is a member. If he becomes bankrupt, clients who have shipped to him may be left with no way to collect therefor.

The effect of this on the country would be to blame the Exchanges. The country does not differentiate between the individuals and the Exchanges, since the individual is a part of the Exchange.

The local banker in the town where the grain man does business is on the ground where the business is done every day of the year. He is the man who should and would, if the elevator man were worthy, advance money on the grain in store until it could be shipped. Then drafts could be made on the commission man to whom the shipment was made, hence the safety of all would be preserved. No one would be injured, and shippers who could not finance themselves, or who were not, in the opinion of the local banker, worthy of credit, could not stay in the grain business. The losses to the producer also would be lessened.

**How would this work out in practice?** On an average crop there is need of funds in the Northwest during the moving period for approximately \$50,000,000; and for the Southwest \$100,000,000. Of this amount, \$30,000,000 is used in the Northwest by private or farmers' elevators or shippers, and \$20,000,000 by what is called line elevator companies, or people running more than half a dozen houses.

The line houses would provide their funds in the usual way on a showing entitling them to credit. The others, or the individual house or shipper, drawing against bills of lading on the commission man for approximately \$13,000,000 in the Northwest, and calling on his banker to furnish \$17,000,000 until final shipments are made. The banker could and would protect himself, because of his knowledge of the local elevator shipping, and when the grain was shipped out, the drafts would go to the credit of the grain dealer in the bank. Under present methods the dealer might get money from one commission man and ship to another without being found out.

**A Rule shud be adopted by the Exchanges in the same way that they adopt a commission rule—that no member should be allowed to advance money to grain handlers except upon bills of lading.** By doing so the atmosphere of the grain business would be cleared. The commission man wud become a more efficient servant of his client, as it would eliminate the risk and take away the incentive which the present method brings, of making Paul pay for the losses made by Peter's failure. There is no reason why the commission man should be a banker.

Mr. Richardson, of the committee of 3 appointed to act on the President's recommendations, reported in favor of Mr. Bradley's suggested amendment to the constitution creating Class B members without payment of initiation fees, and with \$100 annual dues, such members to have one vote. The amendment was adopted.

On motion, the resignation of the Memphis Merchants Exchange was accepted.

Pres. Bradley: There seems to be a feeling that one meeting a year would be sufficient. It is very hard for members to get away during the busy season.

Wm. Richardson: I move that only one annual meeting be held. It is almost impossible to get a meeting in September.

Geo. H. Davis: It looks to us in Kansas City that if you have only one annual meeting the interest will die out.

S. P. Arnot: It seems to me it would be necessary to change the constitution to provide for meetings elsewhere than at Chicago. One meeting a year looks a little like shutting off steam too early and running off on a side track. It looks to me as to Mr. Davis that if we cut



Jas. Bradley, Chicago, Ill.  
Former Pres. Council of Exchanges.

out the semi-annual meeting we will have less enthusiasm.

I move the executive committee propose an amendment changing the date of the meeting.

John L. Messmore: I move that the executive committee be authorized to employ a permanent sec'y. Unanimously carried.

Pres. Bradley: J. J. Stream, F. A. McClellan and H. L. Goemann are appointed a committee on uncertain grade certificates.

On suggestion by Mr. Moffitt that the executive committee fix time and place for next meeting, Mr. Arnot moved a reconsideration of his motion. Carried.

Wm. Richardson: I move appointment of nominating committee to report in the morning. Carried.

Lonsdale, Arnot and England were appointed a nominating committee.

Adjourned to Tuesday morning.

## TUESDAY MORNING SESSION.

Pres. Bradley: We will first hear from the nominations committee.

C. W. Lonsdale, chairman: It is pretty hard to include all markets as we have 10 officers and 12 cities. We submit the names of the following:

### NEW OFFICERS:

Pres. H. N. Sager, Chicago; 1st v. p., Chas. Kennedy, Buffalo; 2d v. p., A. W. Frick, Duluth; 3d v. p., E. P. Peck, Omaha; treas., Wm. Richardson, Philadelphia.

Executive committee: E. Pfarrus, New York; John L. Messmore, St. Louis; Geo. H. Davis, Kansas City; John R. Marfield, Minneapolis; E. J. Furlong, Milwaukee.

S. P. Arnot: The executive committee should consist of 6.

C. W. Lonsdale: The nominating committee then will add Frank I. King. Carried.

C. W. Lonsdale moved that constitution be amended to make the 3 vice-pres. ex-officio members of the executive committee.

S. P. Arnot: I believe we should not amend our constitution unless for some very important reason.

C. W. Lonsdale: I withdraw my motion with amendment that we recommend to the executive committee that they give notice 30 days prior to next meeting of this amendment to the constitution. Carried.

Chas. England: I move the appointment of a committee to consider revision of the by-laws and constitution and report to executive committee. Carried.

S. P. Arnot: I want to say a word with reference to the objection offered by Mr. Goemann to discontinuing pit trades on the 15th of the month. He feels it would be a hardship on the man who had corn sold for December shipment and corn bot for December delivery. Cash handlers state that this is not considered a protection. I feel that as the purchase of corn for December delivery in the pit is not an assurance that you will have the corn, no hardship is entailed by a transfer of that hedge on the 15th on the month.

Where bad roads might force the cash market temporarily higher it would be a disadvantage, but as often it would happen the cash market would be depressed to his profit.

The large benefit is the elimination of the spectacular part of the trade that has threatened to put us out of business.

H. L. Goemann: You forget January

as well as December. There are two months affected.

S. P. Arnot: You are right. There will be an enlargement of trade.

Mr. Goemann: It is impossible to transfer a trade into the next calendar month. The pit traders refuse such a trade, as it causes confusion in the pit to trade in so many different months; and the speculators refuse to deal in near months.

Mr. Arnot: Instead of trading 9 or 10 months ahead we would trade 3 months ahead, and benefit the commission man by turning over his customers' trades oftener.

Mr. Goemann: A large mill in August may wish to hedge far ahead. Interior points have become centers of accumulation and use the hedges in remote futures.

Mr. Arnot: The miller would much rather trade in a market where he was safe to sell as a hedge and be free from squeezes.

Mr. Goemann: My storage is 300 miles east of Chicago and it is not practicable for me to ship back here. I want to use the Chicago market for hedges. If we could be assured that every month would be an active trading month it would be an ideal proposition.

C. W. Lonsdale: I believe the general good that might be accomplished by this change would outweigh any disadvantage. I can see where it works a hardship on the miller to get out of the future 15 days earlier; yet it may be worth while to discommode the miller to get away from these corners. The miller can as well adjust himself on May 15 as at the end of the month.

N. L. Moffitt: This is largely a local question. Other markets have corner rules.

Our St. Louis market passed such a rule 5 years ago and we have not had a corner since. I am rather favorable to the suggestion of Mr. Arnot. It will fix the shortage on the 15th. A hedger who is long wheat and wants it will still have his contracts at the end of the month. Practically all the smaller markets have corner rules.

Geo. H. Davis: This would be a step back in the grain business. In Kansas City our biggest movement ordinarily comes the last 15 days of July and the millers buy our July future in the expectation of buying 5,000 to 25,000 bushels of wheat per day in the cash market, and they would not want the entire accumulation of wheat dumped on them the last day. Under the present system there are 40 persons ready to deal.

J. J. Stream: The proposition offered by Mr. Arnot tends to destroy a legitimate business to cure an evil. If the cash handler is to be restricted so that he can not safely sell cash grain after the 15th of the month he will be driven out of the market. If, after Dec. 15 we were forced to put our hedges into May we would suffer a loss by reason of the May price not following. We have times in December when by reason of bad roads the December advances above the May future and the cash man who is forced to transfer his hedge suffers heavy loss.

Chas. England read a paper on "Objects of the Council of North American Grain Exchanges," from which we take the following:

### The Council and What It Represents.

The invitation sent to all the Grain Exchanges in August, 1909, to send delegates to a conference in this city, stated that the principal themes of discussion would be:

1. The importance of maintaining by all exchanges a high standard of business

methods and integrity on the part of its members.

2. Harmony and co-operation among grain exchanges on all questions pertaining to the best interests of the grain trade.

The commendable objects which inspired that meeting of the representatives of the grain exchanges of this country, became the principles, also the rule and guide of this Council when formed, and the constituent organizations, which accepted membership, formally approved of its purposes, and heartily undertook to assist in the enlargement of the scope of its influence. The Constitution and By-Laws so distinctly declare the principles and motives of this organization, that no person interested, or curious concerning its course of action, can, in any fairness, misconceive its intentions. Its precepts accord with those of its component organizations, and so long as these are adhered to, this Association will grow in strength and influence; but a departure from its cardinal principles, or opposition to the maxims of the organizations composing it, or any attempt to foster special interests, or promote personal ideas or individual theories not in truth for the weal or benefit of all, there will be aroused a sentiment which will promptly check any such tendencies.

It could not be a monopoly, because exclusiveness is contrary to the comprehensive doctrines of its membership. The very nature of the grain exchanges makes them apt to appreciate that the general public does not approve of any kind of monopoly, and they recognize the wisdom of this public opinion. The exchanges are conducted unselfishly and at great expense. They collect valuable information and after putting their stamp of reliability upon it, disseminate it freely and gratuitously. They are maintained at the expense of their actual members, and the public is not asked to contribute to their support, neither do they levy excise upon commodities which are subject to, or handled through them as organized commercial agencies. It would be entirely possible for them only to part with valuable information upon payment therefor, or impose a charge upon transactions made under their rules, and so conduct their affairs that they would become monopolies with possibilities of profit undreamed of by those who freely enjoy the benefits of their operation.

A few years ago the limit of trade was prescribed to a comparatively small area contiguous to the center which was its market, and the grain exchanges were practically independent of each other. At that time there was little in common between cities and communities, distance being regarded as a barrier. The formation of the local grain exchanges was the natural consequence of increasing production, and was essential for the successful marketing of the crops raised in tributary territory, and also to secure facilities for their proper handling. Storage capacity early became necessary to prevent congested markets after harvest, depreciation in values, and waste upon the farm, also to avoid scarcity and unduly high prices at other times, or forestalling the markets.

With the establishment of storage facilities, suitable financial arrangements were



Bert Ball, St. Louis, Mo.  
Sec'y Crop Improvement Comite.

necessary, and the several exchanges evolved a system by which grain became quite as quick a financial asset as are stocks and bonds, thereby saving expense to every handler and producer of grain, also eliminating the usurious bank discounts and interest charges once prevalent, an imposition from which the farmer, because of his situation, once suffered more than all others, and the present easy and reliable manner in which he can convert his grain into cash, is the outcome of the insistence of the organized trade, that grain, being a commodity of intrinsic and staple value, should stand close to the money standards of the world.

At the time the exchanges were acting independently of each other, Europe relied upon America to supply the deficiency in its food supplies. Later, the world's conditions were revolutionized, and rivals of the American grain producer sprang up in many places, competition multiplying by the assistance of American invented and manufactured farm machinery. The development of our great railroad systems, and their extension across the continent, modified space, and the practical application of the telegraph and telephone furnished the means of instant and reliable communication with places once regarded as remote, or inaccessible for business purposes, and it naturally followed that markets which formerly had little intercourse with each other, became inter-dependent. In order that every element of the grain business, from producer to consumer, might enjoy the fullest benefits of their country's advantages, it is essential for its business interests to work in perfect harmony, and the formation of the Council of North American Grain Exchanges was simply a requirement of the time, and necessary to secure to all persons engaged in, or affected by the grain business, the benefits of co-operation in the furtherance of their legitimate pursuits.

The exemplary fundamental principles of the grain exchanges, as set forth with remarkable unanimity in their Charters and the Preambles to all their By-Laws, are reflected in this organization, and in accord with its constituency; but even in a broader sense, its first regard is also to inculcate just and equitable principles in trade, and to advance the grain business in its every phase. There must always be minor differences in the methods of the exchanges and their administration, because of local requirements, therefore, let this organization agree upon broad general principles, leaving the particular details to be worked out by the exchanges, in their own way, and as markets come in closer relation—which they must continue to do in the trend of advancement—there will be points of contact which will not irritate, if smoothed down by the influence of this organization, which should always counsel its membership to give and take, to bear and forbear, when in keen competition with each other.

Improvement, advancement and development come with individual exertion—following individual exertion, comes associated effort—as exemplified in the local grain exchanges—and this last organization of those completely organized systems, should

be an example to the world as a climax of commercial organization, and the one possible means of America maintaining its precedence in the grain trade. And in view of the suspicion engendered against the grain trade of this country during the past few years on account of the agitation for Federal Inspection of Grain, let it be known that there is an American organization determined to deal squarely, and stand for right and justice whenever or wherever it is shown that there is a wrong to be righted or a principle involved.

The Secretary and others of the Department of Agriculture may seek to discredit the services of the middlemen, and perchance in the future, even this Association of organizations, which are composed of handlers of grain. It is only within recent years that the value of the services of the middlemen has been appreciated. The extension of commerce and rapid communication between remote places has made middlemen pre-eminently necessary, and increased the value of their services to the public, including the producers.

The grain dealer at the initial point, who is closest to the farmer, the receiver in terminal markets, and the exporter, are specialists in their lines, and even under the contemptuous designation of middlemen, are none the less important and necessary factors in the successful handling of a great business.

The intelligent and comprehensive effort of this Council for better seed and more intensive farming is primarily in the interests of and results to the benefit of the producers. This work should have been vigorously commenced years ago, by the Agriculture Department, the Agricultural Colleges of the various States, and those associations which are closest to the producing interests. Had all the time which has been consumed in the past discussing grading been devoted to this more important and practical matter, there would long ago have been less criticism of the systems of inspection, and greater benefits accrued to all interested in the grain trade.

The work of looking to the conservation of the soil and more intensive farming, also the harmonizing of the purposes of the grain exchanges for the benefit of the grain trade generally, are the chief functions of this Council. There need be no apprehension on the part of our older sister organization, the Grain Dealers National Ass'n, or any one else, that the Council of North American Grain Exchanges will trench upon her, or their, prerogatives. The Grain Dealers National Ass'n was formed as a shippers' ass'n, and must be continued as such, and no matter what may be the incentive, and altho there is precedent for it, this organization will not intermeddle in the affairs of that Ass'n; therefore, can never be a menace to it. On the contrary, the Grain Dealers National Ass'n and this body are each serving laudable purposes, and their different accomplishments redound to the advantage and benefit of both. There is a strong inter-relation between them, because many influential grain dealers are identified with both, and there is a double loyalty, hence there is no place for jealousy among those who appreciate their proper sphere of service. They are bound by friendly and business ties, also have a desire to advance the American grain trade and its allied interests, and not to promote personal or special advantages.

The underlying principles of a proper business management and method remain unchanged, and there will never come a day when energy, honesty and intellect, acting upon precept, will cease to be directing forces in commerce and the promoters of achievement. If men possessing these qualities seriously apply themselves to intermediate occupations it is because there is an opportunity demanding their services. Theorists may seek to transform wisely arranged methods, and politicians threaten business management in their appeals to ignorance and prejudice when seeking selfish ends; but so long as we hold to the principles we have espoused, this organization will not suffer permanently by vindictive attacks, no matter from what source they come.

Pres. Bradley: As the committee on revision of constitution and by-laws I appoint Chas. Macdonald, J. A. Mander and C. A. Magnuson.

J. C. F. Merrill, pres. of the Chicago Board of Trade, read a paper on the "Necessity of Educating the Public to the Service Rendered by Exchanges," which he read at the Des Moines Corn Show. We quoted same in the Dec. 10 Journal. He said:



Chas. England, Baltimore.

## Education of the Public.

I was asked to say something about the practices of the exchanges objected to by the public and by legislators at Washington as well as at state capitals, and to suggest what might be a course to be followed to overcome the objections. These thots were expressed by me on my inauguration as pres. of the Board of Trade and it was thot by some of our members that in a general way the public should not be informed; but I believe the public is fully advised as to the evils on the exchanges.

In a country restlessly progressive new issues are constantly presenting themselves, and new phases of established business are demanding consideration. The work of business reformation has been under way for several years, but reform is more than ever the cry of the hour.

The exchanges perform so large a service in the distribution of farm products, the food necessities of the nation, and are so intimately related to the industrial and financial interests of the entire country, they are regarded substantially, as being public service agencies amenable to the people. In reality they perform no service for compensation, as most public service agencies do. They are but market places. They came into existence, as public service agencies have, to supply a common need. Those wanting to sell and those wanting to buy had need of a common meeting place, and the exchange, in obedience to a common necessity, was created.

The great necessity of the exchange is freely admitted by the people, and a large part of the business transacted thereon meets with their full approval, a minor portion of it only is objected to as being inimical to the welfare of the public, and held to be destructive of well ordered conditions. The things complained of are of minor importance when compared to the business incidental to the marketing of the surplusage of more than five thousand million bushels of grain, together with other farm products entering the channels of commerce.

**Corners.**—The great stream of commerce, deep and broad, flows steadily and silently, the ripples on the surface only attract attention; they are quickly recognized, and in the public press featured greatly beyond their deserts, and frequently are grossly exaggerated. The principal objectionable features are "corners" and manipulation of markets, and the encouraging of speculation by those who are fitted neither by intelligence or financial strength to undertake it.

**The outlawed bucketshop** has existed on this class of patronage for many years, making the venture unduly attractive to the man who knows nothing of the intrinsic possibilities of the commodity traded in, but simply takes a chance. Almost in the true proportion of the elimination of the bucketshop, has the enterprise of exchange members been directed towards increasing branch offices in towns, which by reason of their size, are not places of residence of men of broad intelligence and substantial financial strength, the necessary qualifications of the competent speculator.

**Branch Wire Houses.**—Complaints of the unfortunate results proceeding from this class of offices come from many sources, and in increasing volume. It more than any other agency fosters substantial opposition to the "trading for future delivery business." This is the statement also of those in authority at Washington. They plainly say, if the exchanges will correct these features of their business, that there would be little left to complain of. They further say, the exchanges can best control these practices, and without serious interference with or destruction of legitimate speculation, which would result from enactment of drastic legislation. But they do say in unmistakable terms, distinctly specifying alluring market letters and the inducing of small traders to come into the market, as abuses becoming intolerable, to consummate the reforms they have suggested it for them.

**Reform Imperative.**—This is the condition confronting the speculative exchanges at the present time. To pay heed to it is the part of wisdom. To ignore it is to invite disaster. However, reformation involving curtailment of business now established, or the relinquishing of branch offices and agencies incidental thereto, may not be expected without opposition, and governmental authority, in some form, may intrude itself upon it as a compelling force. Therefore the need of putting our houses in order, and a campaign of education of

the public of the great service rendered it by the exchanges.

One of the great needs of this council is a publicity committee. A committee of three should be appointed to disseminate information to the public. When Alexander Hamilton was charged with moral guilt he admitted it and was honored. When Grover Cleveland was accused of violating the social code he admitted it, and was honored. So with our evils. The attempt to hide them will be disastrous. The way to do, is to eradicate them.

Adjourned to 2 p. m.

## TUESDAY AFTERNOON SESSION.

Pres. Bradley: We would like to hear from our junior member, Mr. W. F. McCullough, pres. of the Wichita Board of Trade.

W. F. McCullough: A law was passed in Kansas for the purpose of closing the bucket-shops. The bill was drafted by committees from Boards of Trade interested in closing the bucket-shops, and it was made as strong as possible. Its framers had no intention to legislate against other than bucket-shops, and when the law went into effect the bucket-shops went out of existence and the grain men and millers were highly gratified.

Now comes a politician attorney-general whose plan was to make a grand stand play by striking suddenly; but whose plan was forestalled. He was visited by committees and I conferred with him twice to set him right; but some time before he retired he did bring suit against a firm at Wichita.

This case is an example of graft. The result of this action has been to cause the withdrawal of the private wire houses from Kansas.

It came as a surprise to us that a law can be construed to the detriment of the very people whom it was designed to protect. I believe that possibly undue activity would be detrimental in states where legislation is contemplated. We have a new attorney general and believe things in our state will soon right themselves.

The state of Kansas as a whole does not indorse the action of the atty.-gen. The grain trade and the millers are greatly embarrassed by its results.

Pres. Bradley: While our Memphis friends have resigned I have a letter from Mr. S. M. Bray, who reports that the anti-option bill which is introduced annually by a certain senator has been defeated and will not come up again at this session of the Tennessee legislature.

S. P. Arnot: Mr. Merrill's views as expressed in his inaugural address as pres. of the Chicago Board of Trade coincide with my own. I don't exactly agree with Mr. Merrill to bring the evils of the exchange before the general public. If the exchanges were simply an excrescence, places for gambling, they would long since have been wiped out. We have to show the country that the service the exchanges perform far outweighs some of the evils. We will save a lot of time by passing over this side of the business. You can prove anything by giving one side of the case. People who are prejudiced will go out and quote what we say to our damage.

The danger since the bucket-shops are rapidly being eliminated is that members of the exchanges may reach out to bring in the sort of trade the bucket-shops thrived upon. We do not want that sort of trade. The public will not distinguish between a Board of Trade and a bucket-shop if the branch office of a Board of Trade firm brings to the smaller community the same results as did the bucket-

shop. In a small village when a man of small means brings suffering on his family by losses sustained in a branch office of a private wire house in a small community every one in the county learns of it and condemns the Board of Trade.

We should refrain from accepting orders from persons who have no knowledge of the grain business, from anyone who may have just enough margin to cover that particular transaction. The sooner we discontinue accepting such business the sooner will we be freed from the necessity of defending our business. Great caution should be observed by private wire houses in branching out for the business that formerly went to the bucket-shops.

L. W. Forbell read a paper on "Need of Corrective Methods to Safeguard Bs/L," from which we take the following:

### Need to Safeguard Bs/L.

As an introduction to what I am about to place before you, it is perhaps pertinent to say that at the meeting of the Council last September, an address was delivered on the subject of Irregular Bills of Lading by Mr. James Ward Warner, of the New York Produce Exchange.

The Council adopted a Resolution strongly urging the passage of H. R. bill 25335, known as the Stevens Bill, the provisions of which seem adequately adapted to the necessities of the situation and would result in a law wherein the rights of B/L holders would receive better protection than in the case under the Federal Laws applying to Bills of Lading.

From the latest information at hand, this bill is now before the Senate Committee on Interstate Commerce and it is unlikely that any action will be taken on it at the present session of Congress. It will thus be seen that no legislative relief can be had for at least another year and possibly longer.

I believe it is within the province of this Council to accomplish needed reforms that will in a large measure do away with the evils complained of and result in a clearer and better understanding on the part of Railroads, Shippers and Bankers, that will be to the benefit of all.

In addition to the irregularities pointed out by Mr. Warner, allow me to add several that are commonly flagrant and may be classed as or commission and omission, all of which are from personal experiences in handling Bills of Lading in the course of business.

1st. B/L signed by both Agent and Shipper with a rubber stamp.

2d. Neglect to insert export or domestic rate, or both.

3rd. Neglect to insert weight of contents of car.

4th. Neglect to fill in blanks "Received from" and "point of Shipment."

5th. Endorsement only with rubber stamp.

6th. Corporation endorsement without name or title of Officer so endorsing.

7th. Firm endorsement, per initial or by a person without Power of Attorney.

Bills of lading possessing any of the irregularities enumerated above are clearly illegal and not acceptable as collateral as they do not give a proper title to the holder, who has presumably advanced money against them.

Because of recent events, banking interests are particularly watchful and scrutinize this class of collateral as if it was something to be feared, declining to receive as such, any lading containing the slightest irregularity.

Terminal railroad officials to whom these lading are surrendered when delivery of property is demanded, require that proper corrections be made before accepting them.

The unfortunate and innocent holder is therefore put to considerable annoyance and telegraphic expense to satisfy the actions of banks and terminal railroads, all of which could be avoided but for the negligence of railroad agents in issuing these lading, and the equal negligence of banks in the West in making advances against documents containing these same irregularities.

This, coupled with an apparent lack of knowledge on the part of many, as to what constitutes a legal and negotiable lading is what I desire to bring to the attention of the Council, that through its endeavors reforms from present wrongful methods may be accomplished. In order to bring this about, educational methods are necessary and I would therefore recommend the issuance of a carefully worded circular of in-

structions, which shall define what constitutes a legal and valid bill of lading and which shall also point out the irregularities that are to be avoided. Properly distributed, there can be no doubt of the ultimate good that will result from it.

If cooperation on the part of the railroads can be obtained, many of the annoyances we are now subject to will cease to exist.

To that end I would suggest that the matter of "Instructions to Railroad Agents by the Railroads" be taken up vigorously, and that the railroad companies may be prevailed upon to issue more positive instructions to Agents in regard to the issuance of B/L.

Delinquency on the part of railroad agents would not be tolerated for a moment if brought to the attention of those high in authority. In an effort to institute a reform of this character, I feel sure that the various bodies forming this Council will give their hearty support. The present intolerable situation is the result of slipshod methods that have been allowed to increase until they have at last become a menace to all commercial interests.

The time has arrived when action looking to their abatement and elimination must be taken. It is an absolute necessity that for the safe conduct of business these reforms must be accomplished.

A. W. Frick: You may have a B/L issued by a railroad agent who never looked into the car to see if there was 8,000 or 80,000 lbs. of corn in the car. What recourse does the bill give?

L. W. Forbell: The shipper is liable to criminal prosecution or civil suit. The commission man has to take a risk. The only sure remedy suggested is that the railroad company weigh the grain into the car.

Recently we have received Bs/L stating no weights whatever.

H. N. Sager, the new pres. was introduced by Mr. Bradley, and in well chosen words thanked the Council for the honor.

Manning W. Cochrane, chairman seed improvement committee: Our work has reached from coast to coast. The wide interest that has been taken in this work has astonished me.

The committee recommends that its name be changed from seed improvement to Crop Improvement Committee, as we will get more support if we include all crops. That the committee for the ensuing year be selected by the chairman of the committee and approved by the executive committee. That J. C. Murray be appointed chairman for the ensuing year. That the committee be authorized to employ a permanent sec'y of the committee. That an appropriation of \$5,000 be requested from the Council to carry on the work. Different exchanges are willing to subscribe \$500 and \$1,000 each.

E. E. Delp: The farmer is more interested than we are in good seed. They are willing to buy the seed recommended by the country elevator man. The thing for us to do is to get after the country elevator men. We can not expect the experiment station professors to stay out in the country.

The recommendations of the seed improvement committee were adopted.

H. L. Goemann read the following report of the committee on unofficial inspection certificates:

### Unofficial Inspection Certificates.

Whereas we find that certificates covering grading of grain that are not official are being used to convey that they are the official inspection certificates and which are likely to mislead buyers at interior points. We therefore recommend that in all markets where grain is officially inspected by either State or Board of Trade or Chamber of Commerce authority, such certificates only shall be deemed official for all grades of grain designated as No. 1, No. 2, No. 3 or No. 4 and that all others purporting to cover the same grades but pre-fixed by special name shall not be considered official certificates of the market wherein issued and where used by members of exchanges shall be considered as evading the terms of the market upon

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which the grain was sold, and shall be considered uncommercial conducts.

We also recommend that all markets adopt the Uniform Grades of Grain as adopted by the Grain Dealers National Association not only in phraseology but in fact.

Whereas, the statutes of the State of Illinois provide that the inspection of grain shall be under the control of the State R. R. & W. H. Commission, and that the said R. R. & W. H. Commission shall appoint a Chief Inspector of grain for the entire State of Illinois, who shall appoint a sufficient number of Deputy Inspectors to handle the business; and the statute has been complied with by said R. R. & W. H. Commission as to Chicago, East St. Louis, and Decatur, Kankakee only and whereas, all other markets where grain is received and inspected in the State of Illinois, is private inspection and in direct violation of the Statute Law; now therefore be it resolved by the C. of N. A. Exchanges that such practice is harmful and injurious to the farmers of Illinois, and grain handlers of the State and elsewhere.

Be it resolved that the R. R. & W. H. Commission of Illinois be and is hereby respectfully requested to enforce the statute of the State in all places where grain is sold and inspected and same request be made by interested markets in any other State where similar conditions exist.

That copies of these resolutions be sent to various members of this council, Governor, State of Illinois and Illinois R. R. & W. H. Commission—and such other officials as are interested.

The resolution was adopted.

L. W. Forbell: I move a committee be appointed to prepare a circular of instructions on the issuance of Bs/L to be sent to bankers and railroads, and to confer with the railroads on the same. Carried. Mr. Forbell, A. W. Frick and H. L. Goemann were appointed the committee.

Merrill, Moffitt and Kennedy were appointed Committee on Publicity.

J. C. Murray: I move as an amendment that the executive committee set the dates of the meetings at a convenient time and place in January and June. Carried.

G. W. Shaw: The San Francisco Merchants Exchange will contribute \$750 to \$1,000 to the seed improvement work.

E. M. Wayne: Seed improvement is interesting farmers more than you think.

Geo. D. Montelius: As a country shipper I have labored along the line of better seed. In our little village every year we have offered prizes to the farmer and the farmer boy. I hope this seed improvement committee will make it their business to inform the country elevator men where to get pure clover seed. I

will be glad to promote anything the Illinois Grain Dealers Ass'n can do along this line.

E. H. Culver: There is no such thing as absolutely pure clover seed.

Geo. H. Davis: When we left Kansas City our directors instructed us to get action on the matter of employment of traveling solicitors. We used to have one traveling man, now have three and if every commission firm employs a solicitor it means 150 men traveling out of Kansas City, which is quite an expense.

A. W. Frick: Duluth has a receiver's ass'n. It is largely a local question.

J. R. Marfield: I am heartily in favor of Mr. Davis' suggestion. Requiring traveling men to be members of the exchange will give us control of what they can say about a competitor.

We have a commission merchants ass'n at Minneapolis; but I do not believe the Chamber of Commerce should have an organization within itself.

Mr. Davis: When you get 150 men struggling for business that 25 men could handle they begin to resort to unfair tactics and knocking.

Frank M. Bunch: The directors of the Chicago Board of Trade have regulations governing the employment of solicitors and I doubt whether we could adopt any other method. I doubt if all markets could adopt any resolution that would be satisfactory.

John L. Messmore: At St. Louis during the busy season we have the same condition Mr. Davis speaks about.

Mr. Davis moved that the council make a request of the different exchanges that they make regulations governing traveling men.

H. L. Goemann: The rules of the Grain Dealers National Ass'n call for 10 calendar days instead of 10 business days; and it seems the council should request the different exchanges to change their rules accordingly. I move the sec'y of the Council be instructed to write the different exchanges calling their attention to the difference in the rules with a suggestion that their rules be made uniform. Carried.

Adjourned sine die.

## Delegates in Attendance.

Baltimore: Chas. England, F. A. Meyer, J. Collin Vincent.  
Buffalo: Chas. Kennedy, F. A. McClellan, T. J. Stofer.

Chicago: S. P. Arnot, J. C. Murray, J. J. Stream.

Duluth: A. W. Frick, Chas. Macdonald.  
Kansas City: Geo. H. Davis, C. W. Lonsdale, Chas. T. Neal.

Minneapolis: C. A. Magnuson, John R. Marfield.

Milwaukee: J. A. Mander, P. P. Donahue.  
New York: L. W. Forbell.

Omaha: S. P. Mason.  
Philadelphia: E. E. Delp, Wm. Richardson.

San Francisco: G. W. Shaw.  
St. Louis: Bert Ball, Manning W. Cochran, E. M. Flesh, John L. Messmore, N. L. Moffitt.

Toledo: E. H. Culver, chief grain inspector; H. L. Goemann.

Wichita: W. F. McCullough.

## Others Present.

E. A. Feight, Frankton, Ind.; Geo. D. Montelius, Piper City, Ill., pres. Illinois Grain Dealers Ass'n; S. W. Strong, Urbana, Ill., sec'y Illinois Grain Dealers Ass'n; E. M. Wayne, Delavan, Ill., pres. Grain Dealers National Ass'n; Geo. A. Wells, Des Moines, Ia., sec'y Western Grain Dealers Ass'n; M. McFarlin, Des Moines, Ia.

## Fire Hazard in Head Pulley Bearings.

A terminal elevator recently was burned under conditions which exist at many other plants, and the following report by the adjuster shows the danger of dust and of blockading the fire department:

The facts surrounding this fire clearly indicate that it was due to friction in the head pulley bearings in the cupola of the elevator building. It happened at 5 o'clock in the afternoon at a time when the elevator crew was at hand, and heroic efforts were made to put out the fire, all to no purpose. One reason that the efforts of the men to extinguish the blaze were not more effective is the danger always attending a fire in a structure of this kind; that is, the extreme height from the ground and the inflammable character of elevator dust.

The result might have been different if the fire apparatus on the way to the scene of the fire had not been detained for 10 minutes or more by a blockade in the railroad crossing on the street leading to the elevator.

The flames destroyed everything but the foundations of the building and caused a loss of \$38,495, against which there was \$30,000 insurance. The building was new, having been completed in 1908. It was equipped with the best machinery throughout and was doing a large and profitable business at the time of the fire.

## Elevator and Warehouse at Concordia, Mo.

One of the best equipped of the country elevators in Missouri is the house at Concordia shown in the engraving herewith. Its location is about 55 miles east of Kansas City, on the Missouri Pacific Ry., and 15 miles south of the Missouri River.

The building is 48x60 ft., with a warehouse 20x50 ft., attached to the rear end of the elevator, the elevator having a storage capacity of 25,000 bus., and the warehouse room for 20,000 bus. The top floors and the cupola are reached by a manlift; and a freight lift of 2,000 lbs. capacity serves the second floor of the warehouse.

The equipment includes two stands of elevators with 6x9 cups, four receiving dumps, Invincible Cleaner on working floor, Avery Automatic Scale in cupola and 12-h.p. gasoline engine. J. S. Klingenberg & Son, who operate the plant, handle all kinds of grain, flour, feed and seeds.



Elevator and Warehouse at Concordia, Mo.

## Changes Grain Rates.

As shown by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

Rules relating to the adjustment of expense for grain doers are given by the Kanawha & Mich in ICC 79; effective Feb. 15.

Rates on grain and products from its stations in Mo. and Kan. to Okla. points are given by the M. K. & T. in ICC 3498, in effect, Feb. 6.

The S. W. Trf. Com. in Sup 5 to ICC 764 gives rates on grain, grain products, seeds, hay and straw between Okla. and Tex. points; in effect Feb. 17.

Rates on grain and grain products from P C C & St. L. stations to CFA and Wis. points are given by the P. C. C. & St. L. in Sup 16 to ICC P198.

Rules governing transit privileges and shelling of corn at M. & O. stations and Chester and Steelville, Ill., are given by the M. & O. in ICC A757; in effect, Feb. 1.

The rates on grain and products from Pennsylvania stations and connections to C. F. A. points are given by that road in ICC F249; state, Jan. 15; interstate, Feb. 1.

C. F. A. rates are given in Sup 4 to ICC 198 on grain and grain products from Milwaukee and Manitowoc, Wis., and rate points to C. F. A. and Canadian points; Feb. 15.

Rules and regulations governing the allowance of transit privileges on grain and products at Nashville, Tenn., are published by the N. C. & St. L. in ICC A1609; in effect, Feb. 1.

Pere Marquette gives the rates on grain and grain products from its stations and connections to eastern New England, Virginian and Canadian points in Sup 9 to ICC 2306; effective, Feb. 15.

Rules governing allowances for transferring grain thru elevators at Fostoria, O., Indianapolis, Ind., Paxton, Ill., and Peoria, Ill., are given by the L. E. & W. in ICC 2120; in effect Feb. 7.

ICC 4597 issued by the Nor Pac gives the rate on corn and wheat from St. Paul, Minneapolis, Minnesota Transfer, Minn., and rate points to Duluth, Minn.; state, Jan. 4; interstate, Feb. 6.

The Ill. Cent. in Sup 4 to ICC A7734 gives rates on grain from its stations in Ill. and Ind. and Dubuque, Ia., to New England, eastern, interior, C. F. A. and Canadian points; in effect Feb. 12.

Rates are given by the B. & O. in Sup 5 to ICC 8959 on grain and grain products from Chicago and South Chicago, Ill., Whiting and Indiana Harbor, Ind., to eastern cities; in effect, Feb. 15.

Rules governing the cost of elevation of grain at Cincinnati, O.; Jeffersonville, Ind.; Louisville, Ky. and New Albany, Ind., when destined to Virginia cities are given in Sup 1 to ICC 4807; in effect, Feb. 15.

Sup 9 to ICC A7548 gives the rates on grain, grain products and seeds between Chicago and Milwaukee and Ill. Cent. stations in Ia., Minn., and S. D.; also Omaha and South Omaha, Neb.; in effect, Feb. 10.

B. & O. S. W. has issued Sup 6 to ICC 6545 giving rates on grain and products from Cincinnati, O.; Louisville, Ky.; St. Louis, Mo., and other stations to interior and eastern basing points; in effect, Feb. 15.

The M. & O. publishes rules in ICC A756 which govern reshipping privileges in grain and products and milling in transit privileges on grain and grain products, hay and straw at Cairo, Ill.; effective, Feb. 1.

Sup 9 to ICC B2002 as published by the C. M. & St. P. gives the rules and regulations governing milling and cleaning of grain between its stations and between its stations and connections; in effect, Feb. 10.

The C. R. I. & P. in Sup 57 to ICC C6948 gives the rate on grain, grain products and seeds between stations in Ill., Ia., and Minn., and stations in Kan., Neb., Colo. and Okla. to stations in Mo. and Ill.; effective Feb. 13.

Sup 3 to ICC A1 as published by the T. St. L. & W. gives the rate on grain and products from stations in Ill. and Louisiana, Mo., to Mississippi Valley points and stations in Ark., Fla., La., Miss. and Tenn.; in effect, Feb. 14.

Rates which became effective Jan. 2, on corn, flaxseed, oats, rye and wheat, from ex-lake at and east of Buffalo, N. Y. to New York, Philadelphia, Boston, Albany, Syracuse and rate points have been published by the Erie in ICC 8721.

The Grand Trunk has issued ICC 1577 which gives the rate on wheat, corn and oats from Midland and Tiffin, Ont., to be milled at Peterboro or Lindsay, Ont., and product reshipped to Boston, Mass., and rate points as 14½c; in effect, Feb. 3.

The Santa Fe in Sup 5 to ICC 4907 gives the rate on grain, grain products and seeds between its stations in Ill., Ia. and Mo., and its stations in Ill. and Ia., also Peoria, Ill. and connecting lines stations; effective, state, Jan. 14; interstate, Feb. 25.

Sup 5 to ICC 752 issued by the S. W. Trf. Com. gives the rates on grain, grain products, seeds, hay and straw from Tex. points to stations in Mo., Colo., La., Tenn., Miss., Ill., Ky. and Wis., and also points in Kansas groups 1, 2 and 3, Fox River territory and Omaha-Davenport territory, also from La. points to Tex. points; effective, Jan. 20.

Sup 1 to ICC A1609 gives the rates on grain and products, seeds, hay and straw from Missouri river points to St. Louis, Mo.; Carondelet, Mo.; East St. Louis, Cairo, Thebes, Ill.; Memphis, Tenn., New Orleans, La.; Jackson, Meridian, Miss.; Columbus, Ky.; Mobile, Ala.; Knight's Key Dock, Pensacola, Fla., and points in Ark., Ill., La., Miss. and Mo.; in effect, Jan. 30.

The Rock Island gives rates on grain and products and seeds between Chicago, Peoria, Moline, Rock Island, Ill.; Davenport, Clinton, Muscatine, Burlington, Keokuk, Ia.; St. Paul, Minneapolis, Minnesota Transfer, Minn., and stations taking same rates and Ill., Ia., Minn., S. D., and Mo. points, including Kansas City, St. Joseph and Council Bluffs, Ia., also Atchison, Leavenworth, Armourdale, Omaha and South Omaha, Neb.; in effect, Feb. 20.

The Joint Track Weighing and Inspection Bureau publishes rules 93 to 102, 104, 105, 107, 109, 111, 115, 117, 119, 120, 121 governing joint transit privileges on transit grain at Indianapolis, Ind.; Paxton, Ill.; Champaign, Ill.; Peoria and Pekin, Ill., district points (also thru-billed track grain at Peoria and Pekin, Ill., district points), Manitowoc, Wis.; Milwaukee, Wis., Chicago district stop-over points, Battle Creek, Mich. (also thru-billed track

grain at Battle Creek, Mich.) Port Huron, Detroit, Mich.; Toledo, O.; Cleveland, O.; on wheat flour at Chicago, Joliet, Kankakee and West Hammond, Ill., and Hammond, Ind.; Fostoria, O.; Sandusky, O., and Frankfort, Mich.; also transit privileges on transit beans (originating in the state of Mich.) at Chicago and West Hammond, Ill.; Hammond, Ind., and seed, at Chicago and West Hammond, Ill., and Hammond, Ind.; in effect, Feb. 15.

## Hearing by Railroad Securities Commission.

For 5 days recently at Chicago the railroad securities commission appointed by Pres. Taft took testimony on the supervision to be exercised by the government on the issuance of stocks and bonds of carriers.

Professor H. C. Adams, chief statistician of the Interstate Commerce Commission, stated that the basis being considered by the Commerce Commission in the rate cases is the present value, because it is impossible to learn the cost; and that in the future it will be necessary to begin with some arbitrary figure fairly approximating the cost of each road and require accounts to be kept hereafter to show the actual cost.

F. A. Delano, pres. of the Wabash R. R., testified it would be impracticable to limit the issuance of capital stock at par for money or property of the actual value at par of the stock.

Burton Hanson, general counsel of the C. M. & St. P. Ry. testified it was extremely advisable to have federal regulation of securities. He favored detailed provisions in such a law, and stated that the favorable action of the government upon a proposed issue of securities would enhance the salability of the paper.

Geo. M. Reynolds, pres. of the Continental and Commercial Bank stated that the building of a new road was largely experimental and its securities would have to have some speculative value in order to attract capital.

John H. Roemer, of the Wisconsin Railroad Commission, stated that the provision of the Wisconsin law limiting the sale of stock to par value for money or property has been found harmful to new enterprises. He believes that states should surrender all their rate-making powers to the Interstate Commerce Commission.

W. D. Williams, of the Texas Railroad Commission, said states were better able to regulate carriers than the national government.

## Exports of Glucose, Corn Oil and Cake.

During the 11 months ended Dec. 1, 1910, we exported 113,206,566 lbs. of glucose, 11,862,863 lbs. of corn oil and 60,226,605 lbs. of corn oil cake; compared with 85,333,232 lbs. of glucose, 20,666,361 lbs. of corn oil and 43,762,729 lbs. of corn oil cake during the corresponding period of the previous year, as reported by O. P. Austin, chief of the Bureau of Statistics.

Rye is coming from abroad. Roumania has sent a boatload of rye, which was unloaded at New York, Jan. 9. Canada has been shipping some to our seaboard and some is arriving via Detroit. The duty is 10 cents a bushel.—C. A. King & Co.

## MEETING MICHIGAN BEAN JOBBERS.

The Michigan Bean Jobbers Ass'n held its midwinter convention Jan. 25-26 at hotel Cadillac, Detroit.

J. A. Heath, of Lenox, Mich., delivered an address from which we take the following:

### PRESIDENT'S ADDRESS.

In our daily contact with the producers we should spend more time in convincing them that their welfare is ours. The enormous increase in Michigan beans has been noted about thru this ass'n, and how best to continue this success is what we are to consider today.

The arbitration committee has transacted an astonishing volume of business during the past four months; and some changes must be made toward putting the work on a more practical basis.

Increasing crop production by improved methods merits careful thought where 3 or 4 years ago 13 or 14 bus. to the acre was considered an average yield. If the average yield could be increased to even 18, on 400,000 acres this would mean 2,000,000 bus., or close to \$4,000,000 per year.

V. P. Cash of Riverdale read his report as sec'y, from which we take the following:

### SECRETARY'S REPORT.

The directors and sec'y have spent considerable time trying to perfect, if possible, first, the constitution, by-laws, and trade rules; second, to formulate a more complete and binding sales contract; and third, to establish a uniform schedule to be used in buying beans.

The crops of the last two years have furnished occasion for many controversies that have never arisen before. Buyers have tested every phase of our laws and rules.

The sales contract is probably the most abused document we have on our files. Rejections this season have been more numerous than in any previous year. Your officers have determined to frame a contract which defines more clearly the duties of buyer and seller and by so doing avoid some difficulties. It has been suggested that Sec. 5 of the rules and regulations be printed in these contracts and read as follows: "The terms of sale shall be a draft with a B/L attached, payable on arrival and examination of the goods. Terms of payment on f. o. b. sales shall be a sight draft payable on presentation. Sales of beans for export or foreign shipment to be made only to buyers furnishing an approved 90-day commercial letter of credit; such letter of credit to become immediately effective when shipper delivers draft with certified invoice, consular invoice, export B/L and official grade certificate attached to his banker or any party or institution authorized to receive such documents."

**Definition of Carload.**—Sec. 7, in our judgment, should also be embodied. It reads: "A carload of beans, unless otherwise specified, shall consist of 250 bags and a minimum car shall be of the weight of 40,000 lbs. or 66 2/3 bus." Complaints have come to our notice that, when market conditions favored, some have put in 170-175 lbs. to the bag.

**The Reardon Schedule.**—The advisability of the adoption of this schedule has been the last work of our office. Five hundred schedules were printed and a copy sent to nearly every dealer in this state. I will be glad to supply anyone omitted from our mailing list. An elevator buying on today's market three hundred bus. of beans per day and deducting 5c for dirt has made the farmer a present of \$8 without giving any notice. But listen. It will cost you \$900 to do business in this way for one year.

We are pleased to advise that we have a substantial increase in membership since our last meeting, numbering at the present time nearly 300 with the dues practically all paid.

E. W. Burkhart, of Fowlerville, submitted the

### Report of Arbitration Committee.

It has been a very busy time. We have inspected samples of 230 cars of beans. The committee has had 10 cases for arbitration with sums involved from \$15 to \$160. Something is materially wrong somewhere. Just think of it gentlemen—184 cars rejected in the first 90 days of the movement of the crop. More cars than were rejected in the last previous year and up to date 230 cars.

Lots of those cars were sold for C. H. P. and were never touched by hands and would waste from 1 to 3 lbs. large yellow and brown beans. Then again the 1 lb. stock that picked 2 to 5 lbs. I tell you gentlemen we are making a mistake of our lives in using this kind of business methods. We are not only hurting our own reputation but are doing the Michigan B. J. A. a great injustice. Wouldn't it be better to pick them fairly good and sell by samples?

### CHANGING GRADES.

Chas. A. Heath of Chicago read a paper on "Changing Grades," in which he showed the inconsistency of using both central and 60-lb. bushel, and suggested three grades, the first grade to be sound, clean, dry, good average color, free of stones and dirt, the second grade to be a 1-lb. picked free of stones and dirt, and the third a machine-picked, 2 lbs.

Mr. Heath suggested a progressive basis of discount to protect the buyer from a surplus of low grades being delivered, and to insure the integrity of Michigan Bean Ass'n grades; and recommended that beans be sold on examination by an official inspector at destination, and not on buyers' examination. He criticised the 4-oz. bucket of the scale used in testing as too small a quantity.

F. M. Sheffield of Plymouth read a paper on "Shall We Sell Beans Gross or Net Weight" from which we take the following:

### SHALL WE SELL BEANS GROSS OR NET WEIGHT?

Many practices which had always been accepted as perfectly moral and ethical are now being subjected to an exhaustive scrutiny and in many cases they are weighed and found wanting under the new code of ethics. This upheaval of legislation and business methods has led to the passage of new laws, many of which are in conflict with long established customs.

Many states have already passed laws requiring dealers in commodities handled in packages to sell those commodities at net weight; and from the trend of public opinion it is only a question of time when our own state will have such a law. It is not the representatives of our good friends in the wholesale grocery trade that have brot the question of net weights home to us, but it is the law of the land.

At this time there can not be much disagreement as to the necessity of adopting net weight, for it seems to me to be an evolution of business that it would be futile to obstruct.

**Free bags** in the bean trade is as old a custom as selling gross weights for net. A change in our methods of weights is no valid reason for change in the cost of packages, for the question of free packages has never been open to criticism. Our system has been in effect during the whole life of the bean industry and unless it can be shown conclusively that a better and fairer method can be inaugurated I should hesitate long before I would advocate a change in our present system.

Wm. Reardon, of Midland, read a paper on "Shall Beans be Bottled on a Uniform Schedule" from which we take the following:

### SHALL BEANS BE BOTTLED ON UNIFORM SCHEDULE?

The principle of the Reardon method is that we buy only choice beans in a bushel. If we are paying \$1.80 for C. H. P. and a farmer brings in 60 lbs. of beans and they pick 3 lbs., he has only 57 lbs. of choice beans. We would pay him 3 cents a pound or \$1.71, if they were C. H. P., but there is 3 lbs. of culms and we charge him 3 cents a pound for taking them out, making the 60 lbs. of beans net \$1.62 to the farmer.

If you are buying upon the H. P. basis under this system you do just what you agree to do and can easily explain to the farmer you are only deducting three cents per pound for culms and that you are paying it to the pickers for taking out the dirt and culm beans that he knows is in each bushel of his beans.

**An Example.**—Working on the 5 cents per pound deduction plan, paying price \$1.80, beans picking 10 lbs. would cost 3.1/5 cts. a pound for the C. H. P. or \$1.92 per bus. instead of \$1.80; then if pickers get 4 cts. per pound another 12c loss must be added, making the beans cost \$2.04 instead of \$1.80; then add bag 6c, commission 2c, making a total of \$2.12. If you sell

these for \$2 per bus. your loss would be over \$75 per car.

G. F. Allmendinger of Ann Arbor read a paper on "The Unfair Dealer" from which we take the following:

### THE UNFAIR DEALER.

The things to do with the unfair dealer are two in number. First, when he attempts by trickery to take the advantage and to make an unfair gain, to prevent that. Second, to put him out of business.

To prevent profit by unfair methods it is the practice of our company when complaints are made within 200 or 300 miles of our home town, to say "We are sorry, if the goods are not as represented we stand ready to replace them. Let the other shipment be returned to Ann Arbor." You will be surprised to find in how many cases the taking of this position will stop the complaint. The unfair dealer does not wish you to make personal inspection of the goods of which he has complained. If he can have them ruled upon by some subservient broker the scheme will work out all right.

No discount should be made, if the goods are right, to the man who bought them. Rejections are made sometimes with the buyer's expectation of an additional profit. In any ordinary town news of a rejection travels speedily and other dealers usually take advantage of a rejection. It is sometimes necessary to ship the goods back home. One transaction of that sort will establish your reputation in a community and in the long run may prove very profitable.

The unfair dealer can be put out of business by concerted work by the Ass'n. Unfortunately it does not seem possible to get united action. The writer when secretary of the Ass'n said to its members: "If you will furnish the information I will furnish the tabulation; but of the 150 or more members of the Ass'n barely half a dozen turned in reports of unfair dealers. Mr. Cash, the present sec'y, I am sure will take up this work if the members of the Ass'n request it. If every member of the Ass'n would report you would find some surprising repetitions of names."

Among the resolutions adopted was the following:

**RESOLVED:** That the President is hereby authorized and ordered to notify the Senatorial and Congressional delegation from Michigan that the Michigan Bean Jobbers Ass'n has passed a resolution asking of them that they use all honorable means to defeat any attempt thru reciprocity or otherwise to place the products of Michigan soil in competition with any of the provinces of Canada on any lower basis than is provided for in the present tariff law.

### CONVENTION NOTES.

From Ohio: H. L. Goemann, Toledo.

From New York: F. G. Ferrin, Rochester.

L. T. Norton and Fred H. Wingate, rep. Indianapolis, Ind.

M. E. Gillis presented his card with the title B. K., a foot-note explaining he was bean king of Memphis, Tenn.

Fred Mayer of J. F. Zahm & Co., Toledo, presented the ladies with flowers.

Chicago was represented by John R. Adams, C. F. Bode, E. L. Heath, and Chas. A. Heath, repre. Albert Dickinson Co.

G. N. Davis, rep. The Albert Dickinson Co., presented the dealers with a ruler giving a list of the different kinds of seeds the company handles.

Supply men were rep. by A. Rushlo of A. T. Ferrell & Co., A. H. Smith, rep. Huntley Mfg. Co., and Chas. H. Sterling, rep. the Invincible Grain Cleaner Co.

Among Michigan dealers present were: G. F. Allmendinger, Ann Arbor; R. Z. Allen, Jackson; E. W. Aymer, Fairgrove. J. E. Burroughs, Flint, Mich.; W. I. Biles, Saginaw; O. A. Beach, Freeland; Henry Bliss, Romeo; E. M. Babbitt, Haslett; Christian Breisch, Lansing; E. W. Burkhardt, Fowlerville.

H. E. Chatterton, Mt. Pleasant; H. W. Carr, Saginaw; O. D. Corwin, Williamston; B. E. Cumiskey, Pontiac; J. B. Crawford, Ithaca; G. H. Carey, Lapeer; G. H. Churchill, Lapeer; J. M. Coup, Saginaw.

E. T. Doty, Grand Ledge; G. W. Detweiler, Owosso.

Claude H. Estee, Shepherd.

B. A. Fillinger, Henderson; J. Frutchey, Cass City.

G. W. Gunn, Saginaw; J. H. Gearhardt, Vermontville; D. A. Garfield, Albion.

W. C. Hess, Akron; W. J. Hoxie, Vassar; Abner Horton, Mt. Morris; H. J. Hudson, Mt. Rose; S. A. Hursh, Coleman; H. L. Hyde, Rockford; H. A. Hankins, Elsie; H. D. Hinkley, Fairgrove; J. A. Heath, Lenox; F. W. Hinyan, Grand Rapids; F. A. Harwood, Plainwell.

E. I. Isbell and S. M. Isbell, Jackson; W. N. Isbell, Lansing.

H. B. Johns, Millington; E. Judson, Gaines; E. E. Jenks, Belding; Chas. Jake-way, Lowell.

F. E. Kelsey, Cass City; E. A. Kuhn, Gregory; Otto Kelder, So. Haven; W. R. Kehoe, Flint.

L. Lovejoy, Brown City; W. E. Laur, Freeland; J. H. Linn, Williamston.

D. Mansfield, Remus; F. Mitchell, Weidman; S. B. Martin, Mayville; D. C. McLaren, Chelsea; A. Martus, Brown City; A. H. Madson, Ann Arbor.

F. E. Nowlin, Albia.

J. P. Olk, Finton; G. Earl O'Dell, Elkton.

P. L. Perkins, Merrill; H. E. Payne, Bancroft; B. Potter, Finton.

Geo. C. Rumsey, Leslie; R. J. Read, New Hudson; R. Ross, Beaverton; W. Reardon, Midland; F. H. Richardson, Fairgrove.

I. L. Shephard, Charlotte; H. Starks, Perry; D. Smith, Lake O'Dessa; A. C. Stewart, Brighton; C. E. Stewart, Chesaning; Wm. E. Snelling, Kingston; S. I. Stump, Armada; F. M. Sheffield, Plymouth; M. P. Shanahan, Lamb.

Lew Thompson, Chesaning; F. M. Towner, Morrice.

M. H. Vaughan, Caro.

Chas. Wolohan, Birch Run; R. N. Ward, Jackson; H. L. Whitney, Eden; Thomas Wilson, Marlette; E. L. Wellman, Grand Rapids; Fred Welch, Owosso; T. J. Winget, Linden.

## LIABILITY OF TELEGRAF Co. Not Limited as a Common Carrier.

The Supreme Court of the United States has upheld the Michigan statute forbidding a telegraf company to limit its liability for negligent failure to deliver a message. The decision was given but recently, altho the transaction on which it is based occurred six years ago.

On Aug. 15, 1904, the Commercial Milling Co., of Detroit, Mich., was offered 10,000 bus. of wheat, of a certain kind, at \$1.01 a bu., for immediate acceptance. The telegram in controversy was sent to accept the offer. It was promptly transmitted by the company to its relay station at Chicago within a minute or two after it was filed at Detroit. What became of it afterwards is not shown; it was not delivered. On the face of the telegram were the following words: "Send the following message, without repeating, subject to the terms and conditions printed on the back hereof, which are hereby agreed to." One of the conditions referred to was this: "It is agreed \* \* \* that the said company shall not be liable \* \* \* for nondelivery of any unrepeated messages beyond the amount received for the same." Fifty times the amount received for the message was fixed as the damages for nondelivery in case of its repetition, and there was a provision for insurance upon the payment of a premium.

The case was tried to a jury, and the milling company gave evidence of the above facts and of its damages. The telegraf company offered no evidence. The telegraf company asked certain instructions, which to understand, the statute of the state in regard to telegrams must be given. It is entitled, "An Act to Prescribe the Duties of Telegraph Companies Incorporated, Whether within or without This State, Relative to the Transmission of Messages, and to Provide for the Recovery of Damages for Negligence in the Nonperformance of Such Duties." [Act 195, Pub. Acts 1893.] Section 1 of the act provides as follows:

"Sec. 1. The people of the state of Michigan enact that it shall be the duty of all telegraf companies incorporated either within or without this state, doing business within this state, to receive dispatches from and for other telegraf companies' lines, and from and for any individual, and on payment of the usual charges for individuals for transmitting dispatches, as established by the rules and regulations of such telegraf company, to transmit the same with impartiality and in good faith. Such telegraf companies shall be liable for any mistakes, errors, or delays in the transmission or delivery, or for the nondelivery of any repeated or nonrepeated message, in damages to the amount which such person or persons may sustain by reason of the mistakes, errors, or delays in the transmission or delivery, due to the negligence of said company; or for the nondelivery of any such dispatch, due to the negligence of such telegraf company or its agents, to be recovered with costs of suit by the person or persons sustaining such damage."

As to the statute, the telegraf company requested the court to instruct the jury (1) that it did not prohibit a contract like the one made by the parties; (2) the milling company must recover on the contract or not at all; (3) the message was interstate commerce and the statute cannot be held to apply to it. If the statute be held to be prohibitory, it is void as an attempted regulation of interstate commerce, in violation of the interstate commerce clause of the Constitution of the United States.

The court refused the instructions, and expressed in its charge to the jury a view antagonistic to the propositions of law expressed in them. A verdict was rendered for the milling company in the sum of \$960. The telegraf company moved for a new trial, repeating the propositions expressed in the instructions, and added the further ground that the statute, when construed as prohibiting contracts between persons *sui juris*, is in violation of the 14th Amendment to the Constitution of the United States. Judgment was entered on the verdict, which was affirmed by the supreme court of the state by a divided court.

All of the foregoing contentions of the telegraf company were denied by the Supreme Court of the United States.—W. U. Tel. Co. v. Commercial Milling Co. 31 Sup. Ct. Rep. 59.



Some of the Michigan Dealers at Detroit Meeting, January 25, 1911.

# Grain Trade News

## ARKANSAS.

Little Rock, Ark.—The Rock Island road is running a diversified farming special thru Arkansas and will emphasize corn culture.

Little Rock, Ark.—The Beebe Grain Co. has been reorganized under the same mgr., W. C. Hones. It will make some addition to its equipment.

Stuttgart, Ark.—The American Mill & Warehouse Co. has been organized with a capital of \$75,000; it plans construction of a rice mill and warehouse; Philip Reinsch, pres.; A. A. Tindall, sec'y-treas.; Fred D. Gibson, business mgr.

## CALIFORNIA.

Woodland, Cal.—J. F. Meier has moved here from Lindsay, Cal., to build an alfalfa mill with a capacity of from three to five tons per hour, which he will operate himself. He has the machinery ordered to have the plant in operation by Apr. 1. Last spring a representative of an alfalfa milling company induced the Chamber of Commerce to provide a site for the mill, but delayed construction until the Chamber canceled its offer to him. Mr. Meier then fulfilled the requirements and obtained the free site.

San Francisco, Cal.—The harbor commissioners have called for bids for the construction and installation of an eltr. on the seawall, which will be the first step in the plan for equipping the state wharves with up-to-date labor-saving devices. The engineer's estimate for cost of construction of the eltr. including foundations is about \$16,000. It will be put on permanent foundations so it will not need to be disturbed when funds are available to turn the grain wharf into a permanent reinforced concrete structure.

## CANADA.

Eyebrow, Sask.—The Eyebrow Grain & Mig. Co. will be dissolved.

Bruce, Alta.—This town needs an eltr. G. W. Allen is interested.—R. F. R.

Imperial, Sask.—The North Star Eltr. is completed and will soon be put in operation.

Saskatoon, Sask.—Edward Moore has succeeded J. Grant, dealer in feed and flour.

Glenboro, Man.—Joseph Johnson of Winnipeg has purchased the eltr. and mill here.—R. F. R.

Toronto, Ont.—Charles Caldwell, head of the grain and flour firm of C. Caldwell & Co., died recently.

Airdrie, Alta.—This town is advertising for an eltr. Glover & McCormack are interested.—R. F. R.

Brandon, Man.—The eighth annual convention of the Grain Growers Ass'n of Manitoba opened in this city Jan. 24.

La Riviere, Man.—The Farmers Eltr. Co., Ltd., will dispose of its stock, wind up its affairs and divide assets among the shareholders.

Regina, Sask.—The Saskatchewan eltr. bill will embody the findings of the eltr. commission, which will ask the government to advance 85% of the cost of the scheme the commission will suggest.

Pincher Creek, Alta.—The Pincher Creek Mill & Eltr. Co. has increased its capital stock from \$35,000 to \$100,000 to erect eltrs. at different points on the new lines of railroad into southwestern Alberta.

Montreal, Que.—Shearson, Hammill & Co. of Chicago will open an office in this city under the management of Wentworth

P. Mackenzie to handle an international business with London, New York, Chicago and Montreal.

Meaford, Ont.—The Meaford Eltr. Co. has started suit against James Playfair, owner of the steamer Mountstephen, for \$9,197 damages to the eltr. and loss of business caused by alleged carelessness in handling the steamer while unloading grain.

Regina, Sask.—A statement of expenses of the Saskatchewan Eltr. Commission shows that its inquiry cost \$9,098.85. The chief item was for salaries: Dr. Magill, chairman, 193 days at \$15 per day; F. W. Green, commissioner, 184 days at \$10 per day.—R. F. R.

Quebec, Que.—At the 17th annual meeting of the Board of Trade, Jan. 17, last year's officers were re-elected: G. A. Vandy, pres.; W. A. Marsh, vice pres.; A. E. Scott, treas. The Board's program for the ensuing year includes immediate construction of eltrs. and additional steamship berths to handle the grain trade of the West.

Winnipeg, Man.—Protesting against exemption of taxation on government-owned eltrs. a number of delegations have visited the provincial authorities recently explaining that towns and villages in which there is a government-owned eltr. feel the loss considerably of the taxes paid by the eltr. before government ownership went into effect.—R. F. R.

Ottawa, Ont.—It is understood that the Canadian government's plans for a grain route from western grain fields to the British market by way of Hudson Bay includes grain-handling facilities at Liverpool. Canadian grain growers have complained that they have been deprived of proper profits by mixing operations in eltrs. and the government has decided on extreme measures to correct these evils by the proposed facilities for taking care of the grain and preserving the grades intact.

Ottawa, Ont.—Sir Richard Cartwright introduced a bill, Feb. 7, for the regulation of Canada's grain traffic. It is designed to meet the demands of western farmers who came here in December and complained to the government that they were the victims of extensive frauds perpetrated by eltr. men who, they alleged, lowered the quality of their grain by mixing it with inferior grades. The Cartwright bill provides for the appointment of a commission of three to reside at Fort William and supervise transportation, storage and inspection of grain.

Scott, Sask.—The recently organized Western Farmers Grain Co. will issue its \$200,000 of stock in accordance with the recommendations of the Saskatchewan Eltr. Commission, in order to obtain the financial assistance of the proposed legislation. The company has purchased the line of eltrs. of the Speers-Ross Co., Ltd., here and at Landis, Coblenz, Wilkie, Unity, Philipp, Adanac, Macklin, Provost and Hayter and will increase the number by building. The price paid was \$85,000 on three years' time for the same property for which the Ogilvie Mig. Co. had offered \$80,000 cash. These eltrs. had been rented at 10% net on investment, and an offer was made to renew on the same terms, but as these ten eltrs. showed a profit in 1909 of \$27,000 the Western Farmers Grain Co. decided to operate them itself, and took them over for that purpose, Jan. 15. Headquarters are here. R. H. Street is provisional sec'y.

## COLORADO.

Timnath, Colo.—The Moore-Jackson Grain Co. of Fort Collins, Colo., has bot

the eltr. here formerly operated by the Farmers Co.—Moore-Lawless Grain Co., Kansas City, Mo.

Colorado Springs, Colo.—The recently published report that the Russell Gates Merc. Co. had taken over our company's wholesale grain trade in this city is wholly untrue and we do not see from what source it could have emanated.—H. H. Seldomridge, the Seldomridge Grain Co.

## IDAHO.

St. Anthony, Ida.—We understand that Miller Bros. of this place are planning to build three branch houses.—Merrill Grain Co., Ashton, Ida.

Ashton, Ida.—We intend to build two or three branch eltrs. in the spring, on the new Teton Valley branch of the O. S. L.—Merrill Grain Co.

Hansen, Ida.—The Alfalfa Meal Mig., Feed & Fuel Co., recently organized with a capital of \$100,000, will build five mills in this section. The first will be erected here to go into operation next month; capacity, 40 tons per 10-hr. day; machinery has been ordered. Fred Ramsey will be business mgr.

## ILLINOIS.

Filson, Ill.—Kaga & Gray have succeeded Kaga & Co.

Aurora, Ill.—S. F. Steck has installed electric lights in his eltr.

Sterling, Ill.—The Moses Dillon Grain Co. is improving its office.

Peoria, Ill.—Movement of corn is heavy but oats are dormant.—C. C. Miles.

Tolono, Ill.—J. A. Creamer has taken over the business of Marion Revell.

Cowden, Ill.—S. S. Scovil has succeeded Root & Westervelt at this station.

Manhattan, Ill.—Farmers in this vicinity are subscribing for an eltr. company.

Prophetstown, Ill.—The eltr. of Mathis Bros. has been completed by McAllister & O'Connor.

Peoria, Ill.—Considering weather conditions a surprising lot of stuff is moving.—George Breier.

Cissna Park, Ill.—The Farmers Eltr. Co. has taken over the business of the Cissna Park Grain & Coal Co.

The civil service measure under consideration in this state should be extended to include grain inspection.

Ottawa, Ill.—The Wallace Grain & Supply Co. has let the contract to the Burrell Eng. & Const. Co. for repairs.

Urbana, Ill.—John Reichard of Veedersburg, Ind., has bot the eltr. here of Furst & Son and will take possession Mar. 1.

Paris, Ill.—James W. Cryder has recently been admitted to membership in the Ill. Grain Dealers Ass'n.—S. W. Strong, sec'y.

Allendale, Ill.—The Allendale Eltr. Co. has let the contract to the Burrell Eng. & Const. Co. for a 5,000-bu. corn crib to be added to its eltr.

Fithian, Ill.—Some members of the village board are considering having the idle Holt eltr. removed as no one is now here to look after it.

Byron, Ill.—O. W. Ripsch, formerly with the Rogers Grain Co., has succeeded W. G. Nelson, resigned, to act as local agt. for the Neola Eltr. Co.

Leroy, Ill.—The Clark Grain & Eltr. Co. has moved its principal office here from Argenta, Ill., where it sold its business to the Argenta Grain Co.

Egan, Ill.—The eltr. here leased by Winger & Clevidence was formerly operated by Marshall Bros. of Belvidere, Ill.—M. L. Nobbe, agt. W. & C.

Norwood sta., Alexis p. o., Ill.—The Metzger Grain & Com. Co. has let the contract for a large eltr. at this station, work to be started in the spring.

Egan, Ill.—We leased the eltr. here of the Farmers Eltr. Co. for ten years and took

possession Feb. 2.—A. E. Clevidence of Winger & Clevidence, Mt. Morris, Ill.

Pekin, Ill.—Altho the Turner-Hudnut eltr. is now handling grain it will not be entirely completed before the middle of March. The O. P. Hiett Co. is doing the work.

Taylor Ridge, Ill.—Charles H. Wayne has bot the eltr. of William Crawford. He now owns the two here and two at Reynolds, where he has headquarters, all at each station.—A.

Delrey, Ill.—Work on the eltr. under construction for Madden Bros. by McAllister & O'Connor, is progressing rapidly. They began Jan. 27 and their workmen are now on top of the cribbing.

Cooksville, Ill.—Hayward Bros. incorporated to deal in grain, seeds, farm products, building materials and coal; capital stock, \$20,000; incorporators, S. A., E. G. and J. S. Hayward.

Seatonville, Ill.—Hodgman & Brown have bot the eltr. that formerly belonged to the Ill. Granaries Co., are wrecking it and selling the lumber. The machinery will be used in another eltr.

Fisher, Ill.—Oliver Sperling has taken charge of the eltr. the Fisher Farmers Grain & Coal Co. recently bot from Clifford M. Ricketts. A. H. Sperling is pres. of the new company.

Mason City, Ill.—The Farmers Grain & Coal Co. has taken over the track-buying grain business of J. A. McCreery & Son who did considerable business thruout central Illinois last year.

Mansfield, Ill.—G. A. Turner, mgr. of the eltr. of Turner Bros., recently went to Rockford to visit his parents and his brother, J. G. Turner of Red Oak, Ia., came here to take charge during his absence.

Woodford, Ill.—Early in the spring the Woodford Eltr. Co., owned by J. H. Simpson & Sons of Minonk, Ill., will build a studded addition, 32x36x52 ft., to their cribbed eltr., which will double their capacity.—A.

Derby, Ill.—We have bot the eltr. at this station from C. L. Wood & Co. and will operate it in connection with our Gibson City plant, with headquarters at Gibson City. We took possesison Jan. 17.—George W. Walker & Co.

Deland, Ill.—We have succeeded H. G. Porter & Co. Our firm is composed of C. J. and C. H. Porter. H. G. Porter retired from the firm last June after having been engaged in the grain business 28 years.—Porter Bros.

Springfield, Ill.—After making extensive repairs and improvements the Eltr. Mfg. Co. has re-opened its plant under the management of Mr. Hill. Its mills now require from 60,000 to 75,000 bus. of corn per week to supply its trade.

Block sta., Sidney p. o., Ill.—The eltr. operated under the name of the Block Grain Co., bid in by Ed. J. Meloy at the sale on Jan. 18, is owned and operated by Coon Bros. of Rantoul, Ill. The other eltr. at this station is that of Isaac Cole.—A. H. Shelby.

Springfield, Ill.—Senator Bailey has introduced a bill in the Illinois legislature compelling payment of the full amount of the insurance policy when the insured building is destroyed, provided the amount is not greater than the cash value of the building just prior to its destruction.

Madison, Ill.—The S. S. Carlisle Commission Co. of St. Louis has leased the Western Eltr. here and will take possession about Feb. 15. The plant is owned by the Clover Leaf R. R. Co. and is being put in condition for its new occupants.—W. B. Christian, vice pres. S. S. C. Com. Co.

Murphysboro, Ill.—The suit of J. U. Kevil & Sons of Mayfield, Ky., against the Ill. Cent. R. R. Co., for \$60,000 damages for fire caused by sparks from its engine was tried here recently. It was first heard in Mayfield and then transferred to Murphysboro where the jury hung. The fire destroyed 50,000 bus. of wheat stored in the eltr. by farmers.

Plainfield, Ill.—The Plainfield Grain Co. incorporated by William H. Cryder, Bert McCauley and S. S. Van Dyke; capital stock, \$25,000. The farmers who organized this company are considering purchasing the three eltrs. of Charles Barr at Caton Farm sta., Minooka p. o., having a capacity of about 100,000 bus.; Frontenac sta., Elola p. o., 25,000 bus.; and the one here, 65,000 bus.

Sibley, Ill.—The eltr. properties of the estate of Hiram Sibley burned at this station in the evening of Jan. 28; one 40,000-bu. frame eltr. containing 20,000 bus. of corn and oats, of which 18,000 bus. belonged to the Sibley Grain Co. and the rest to Shearer & Miller; also a 200,000-bu. steel covered eltr. that contained 70,000 bus. of oats. Buildings valued at \$30,000. All fully insured. It is expected that the Sibley estate will rebuild soon.—E. T. Johnson, mgr. Sibley Grain Co.

Cairo, Ill.—Receipts for January were light, especially corn. Received during the month 81 ears of wheat, 267 of corn, 617 ears of oats and 9 boat loads of corn. Shipments also were light on account of small demand for corn in the South; 34 ears of wheat, 380 of corn and 715 of oats. I can make no official statement of receipts and shipments for the corresponding month of last year, as the department was not in existence until Aug. 1.—W. S. Powell, chief grain inspector Board of Trade.

Springfield, Ill.—Outside of the classified service the state employs 2,600 persons. In the estimation of the state civil service commission, which made its annual report Jan. 28, there is no reason why these also should not be placed under the law. The recommendations of the commission have been embodied in a bill introduced in the senate by Senator Magill, chairman of the Illinois Civil Service Commission, and the bill should be supported by all good citizens as well as by grain shippers who believe in taking the grain inspection department out of the hands of spoils politicians.

Bloomington, Ill.—At a meeting of grain dealers and other interests of this city in the evening of Feb. 1, an organization was effected to be known as the Illinois Grain Dealers Entertainment Ass'n of Bloomington, with the object of providing entertainment for the 18th annual convention of the Ill. G. D. A. in this city June 13-14 next. Judging from the enthusiasm manifested, Bloomington citizens will endeavor to make theirs exceed all other entertainments ever tendered the Illinois Grain Dealers Ass'n, which meets for the first time in this city. It will be well worth every dealer's time to see Bloomington's industries and enjoy its hospitality.—S. W. Strong, sec'y Ill. G. D. Ass'n.

#### CHICAGO NOTES.

The rate of interest on advances on Bs/L during February has been set at 6%.

The Northwestern Malt & Grain Co. will build a two-story concrete and steel plant.

Frank Sherwood, recently with W. H. Lake & Co., is now with the Armour Grain Co.

The Indiana Eltr. has been given up by the Quaker Oats Co., which will operate hereafter through transfer houses only.

William S. Seavers, former pres. of the Board of Trade and one of its most influential members during his active years, died Jan. 26. For the past several years he has been blind. He was for a long time connected with the firm of I. N. Ash.

W. Scott Cowen, chief grain inspector, secured a warrant for the arrest of Robert B. Graham of Rockford, Ill., on being notified by a Kansas City bank that a check given him for \$250 by Graham was worthless. Graham was arrested in San Antonio, Tex.

Timothy hay is in good demand at strong prices. It is doubtful if we get much better prices unless the heavy storms should tie up what hay is en route. We do not look for prices to work much lower during the remainder of the winter.—W. R. Mumford & Co.

A Young Men's Board of Trade Club is in course of formation by members of the board who are 30 years old and younger. C. H. Canby, Jr., and L. J. Schwabacher, leaders of the movement, report having secured a large number of members. The club is indorsed by many of the leading members.

The election of officers of the Board of Trade Fellowship Club which was held Jan. 27 resulted as follows: pres., Frank Murphy; vice pres., James O'Connell; sec'y-treas., John H. Darcy. Directors elected: D. Laughlin, William Fenton, Sig. Levy, Peter Carey and F. J. Garneau. The club has a membership of 408.

Membership in the Board of Trade has been applied for by Charles Ade Peck. Memberships posted for transfer, James L. Brainerd, Lawrence Newman and John W. Harwell. The board of directors has admitted to membership, Edward A. Cudahy, Alois Zeckendorf and B. A. Squire. The sum of \$2,700 was bid for one membership.

In view of the fact that elevator proprietors and the packers are accused by the yellow press of running deals to squeeze the little fellows, the alleged corner in January pork is of interest; as the condition of scarcity was perfectly well known to the packers yet they took no advantage; and the opportunity for profit was seized by a small outside speculator.

CHICAGO CALLERS: E. M. Wayne, Delavan, Ill.; A. E. Clevidence, Mt. Morris, Ill.; E. N. Bishop, representing the Hammond Hay Co., Hammond, Ind.; C. E. Noyes, pres. Stockbridge Eltr. Co., Jackson, Mich.; W. E. Idler, supt. Itasca Eltr., Superior, Wis.; Chas. B. Riley, special representative Grain Dealers National Ass'n, Indianapolis, Ind.; Bert Ball, St. Louis.

The largest corn consuming plant in the world will be that which is located in the Argo district near Chicago when six of the 31 bldgs. now being enlarged will be completed. A capacity of 40,000 bus. per day will be obtained, which means, the plant operating 355 days in the year, an approximate consumption of 14,000,000 bus. of corn. The largest plants now in existence are at Edgewater, N. J., and Waukegan, Ill.

During January Chicago received 774,100 bus. of wheat, 12,744,700 bus. of corn, 8,859,700 bus. of oats, 105,500 bus. of rye and 2,048,500 bus. of barley; compared with 830,600 bus. of wheat, 8,786,500 bus. of corn, 5,364,400 bus. of oats, 72,000 bus. of rye and 1,810,330 bus. of barley in Jan., 1910. Shipments for the month were: 943,000 bus. of wheat, 8,540,050 bus. of corn, 7,926,000 bus. of oats, 129,500 bus. of rye and 1,035,600 bus. of barley; compared with 1,111,004 bus. of wheat, 4,437,816 bus. of corn, 5,126,610 bus. of oats, 45,986 bus. of rye and 383,564 bus. of barley in January, 1910, as reported by Geo. F. Stone, sec'y of the Board of Trade.

#### INDIANA.

Leesburg, Ind.—The Leesburg Grain & Mfg. Co. is installing an ear-corn eltr. to load corn.—Wm. Baugher.

Beech Grove, Ind.—The chimney at the house of the Central Grain Eltr. Co. was struck by lightning Jan. 27. Insured.

Worthington, Ind.—The Worthington Grain Co. incorporated by Wm. P. Ballard, E. B. Squire and Harry Landis; capital stock, \$6,000.

Fort Wayne, Ind.—The Bash Hay & Grain Co. incorporated; capital stock, \$10,000; directors, C. D. and Charles Solomon Bash and P. D. Smyser.

Richmond, Ind.—Prof. G. I. Christie and a corps of instructors came from Purdue to attend the sixth district farmers' short course, Feb. 6-11. Among the topics discussed were "Wheat Improvement" and "Alfalfa" by Prof. Christie.

Stewart sta., Tab. p. o., Ind.—After three weeks' work the eltr. of Pence & Goodwine is under cover and will be finished by McAllister & O'Connor about two

weeks ahead of guaranteed time. It replaces the one burned some weeks ago.

Riley, Ind.—Paul Kuhn & Co. have built a feed and flour house to provide for that trade in connection with their regular grain business. They have also built additional storage room for corn and otherwise improved their eltr.—H. W. Earley, agt. P. K. Co.

Gary, Ind.—H. J. Lynn, who managed the local agency for E. W. Wagner & Co., has announced its discontinuance. The office was opened more than a year ago by L. J. Swabacher & Co. and was taken over last fall by the Wagner Co. Mr. Lynn has been offered a similar position in Terre Haute.

Plymouth, Ind.—Eli B. Milner and Clinton H. Grube have bot the eltr. here of Ball & Bankert, which that firm purchased last April from F. P. McFadden. They will take possession not later than Feb. 25 and operate under the firm name of Milner & Grube. They are well known in this locality.

Indianapolis, Ind.—A "soil and seed" train will be sent over the lines of the N. Y. Central and the Pennsylvania in Indiana, manned by Purdue University professors and equipped to demonstrate to farmers the advantages of carefully selected seed in properly fertilized soil. Date will be announced later.

Lafayette, Ind.—The Indiana legislature has voted an additional \$20,000 for the agricultural extension work of Purdue University. It is estimated that the scientific feeding of corn as taught by the University increased the revenues of Indiana farmers last year \$350,000. The annual appropriation for the extension work is now \$75,000.—F.

Monticello, Ind.—Guy Wolverton is having a 10,000-bu. corn crib built on his farm, to be equipped with a dump, an eltr., a drag to convey corn to the sheller and grinder, and a 15-h.p. gasoline engine. All grain will be loaded from overhead chutes. The building will be fitted with up-to-date appliances for economical handling of grain.

Linden, Ind.—Mr. Erwin has been transferred here from the company's eltr. at Ash Grove sta., Battle Ground p. o., Ind., to succeed L. L. Heffner as mgr. of the eltr. of the Crabbs Reynolds Taylor Co. Mr. Heffner resigned to go into life insurance work, after having spent ten years in the grain business. He has been a stockholder in the Crabbs Reynolds Taylor Co. since its organization and managed its eltr. here six years.

Beeson's sta., Milton p. o., Ind.—The eltr. of the Beeson's Grain Co. burned about midnight of Jan. 28. It was built about two years ago a mile from the point where it burned, by John R. Stafford of Muncie, who recently incorporated with Lunsford Broaddus of Connersville and S. I. Harland of this place, under the above name. They moved the eltr. and put it on a concrete foundation. As repairs were not yet finished it contained no grain and was not insured; loss \$2,500. They intend to rebuild immediately, a larger and more substantial eltr.

#### IOWA.

Oakland, Ia.—Elvin F. Wintz has bot out the Oakland Grain & Coal Co.

Garner, Ia.—I will resign, Feb. 15, as mgr. of the Farmers Eltr. Co.—G. C. Mather.

Iowa Falls, Ia.—L. M. Hanson has succeeded George Debee as agt. for Harp & Roberts.

Independence, Ia.—I am enlarging my office and bringing scales inside.—Thomas E. Scarcliff.

Blairsburg, Ia.—We have installed Sondner Automatic Scales in our eltr. here.—E. A. Brown.

Independence, Ia.—We installed an electric motor here recently—C. H. O'Neill, agt. J. E. Miller.

Eagle Grove, Ia.—We are replacing our

electric motor with a gasoline engine—Independent Lumber & Grain Co.

Algona, Ia.—We will install a dynamo in the spring and repair and improve our scales.—Geo. Besha, mgr. Moore Bros. Co.

Remsen, Ia.—Herman Frerichs, who formerly managed the eltr. of M. King, has bot it and will conduct the business in his own name.

Struble, Ia.—E. J. Rath, pres. of the Farmers Eltr. Co., sold at auction all the salvage grain left from the fire that destroyed the eltr. Jan. 12.

Lake Park, Ia.—None of the grain, about 10,000 bus., in the eltr. of Greig & Zeeman was saved from the recent fire; \$6,000 insurance on building and contents.

Lake Park, Ia.—We will begin rebuilding our burned eltr. about Apr. 1, a 25,000-bu. house, 31 ft. square and 40 ft. high. Gasoline power.—H. S. G., Greig & Zeeman.

Spencer, Ia.—J. R. Harris & Son recently purchased the grain and feed business of Larsen & Witt. The elder Harris then sold his interest to J. M. Parrott. Both members of the new firm are well known here. They will operate under the name of Harris & Parrott.

Dunbar, Ia.—At the annual meeting of the Dunbar Grain & Stock Co., Jan. 21, N. G. Rinden was elected pres.; Jno. W. Latham, sec'y and N. O. Keen, treas. I was employed as mgr. to succeed K. O. Seim, resigned. He owns a large farm nearby, which requires his attention.—A. E. Eberhardt.

Oakville, Ia.—We also buy at the new station on the M. N. & S., five miles south of Huron sta., Mediapolis p. o.; handled about 20,000 bus. out of there last month and will build an eltr. in the spring. We have purchased a Hess Moisture Tester for our office.—W. A. Pegram, mgr. Farmers Grain Co.

Cedar Falls, Ia.—The New Hartford Grain Co., composed of Wm. F. Tostlebe and C. V. Jameson of New Hartford, purchased the eltr. here of N. M. Dayton, Feb. 1, that was built by Peter Hoagland some thirty years ago and are planning to enlarge their business. Last year they bot Mr. Hoagland's business. He was formerly in partnership with Mr. Dayton.

St. Anthony, Ia.—Two suits have been filed by R. A. Bennett, living near this place, one against Daniel and Herbert Blackburn, the other against the St. Anthony Grain & Stock Co. Mr. Bennett alleges that the Blackburns owe him for 736 bus. of corn which he sold them at 35c per bu., price agreed upon verbally; he asks judgment for \$248. His case against the Grain & Stock Co. is similar, he asks \$25.

Sioux City, Ia.—A. C. Carroll, well known to grain men in Iowa, Minnesota and South Dakota, died here of uremic poisoning, Jan. 23, aged 49. He had been in the grain business practically all his life. Some of the time he owned and managed eltrs. He had also acted as auditor for other grain firms. He had recently traveled for Rosenbaum Bros. For the past 15 years he had made his home alternately in this city and in Jackson, Neb., but had lived here for the last four. He is survived by his wife, two sons and a daughter.

Sioux City, Ia.—At the annual meeting of the Farmers Co-operative Eltr. Ass'n of Iowa, Feb. 2, all of the old officers were re-elected with the exception of Sec'y Messerole, who is succeeded by E. G. Dunn. The officers chosen for the ensuing year are: B. Hathaway, Kingsley, pres.; J. H. Hagans, Barnum, 1st v. p.; Hans Moeller, Sioux Center, 2d v. p.; E. G. Dunn, Mason City, sec'y; D. D. Paine, Eagle Grove, treas.; directors, Wm. McCandless, Wm. S. Foley, J. E. Merreness, Thomas McManus, Ira D. MacVicker, Simeon Kemmerer, Ralph Van Zyl. The sec'y's report showed receipts of \$4,817 for the year. Ft. Dodge, Ia., was selected as the place of the next annual meeting. Thirty managers of co-operative eltr. companies held a side meeting and discussed the advisability of forming an ass'n of farmers eltr. managers.

Des Moines, Ia.—The eighth annual exhibition of the Iowa Corn Growers Ass'n was the largest corn show ever held in this state. From a third to a half more corn was exhibited than the previous year. The champions presented no marked merits with the exception of the 30-ear sample conceded to be the best shown to date. Yellow corn comprised 85% of the exhibits. Reid's yellow dent won all but one of the championships. J. C. Eggert of Newton exhibited the grand champion single ear. It is slightly twisted and at two places the rows break. It is about ten inches long; circumference, 7 1/2 in.; weight, 17 1/2 oz., showing a high percentage of corn to cob. The champion five ears, exhibited by Lenas Haggard of Essex, seemed to be Boone County White selected for the Iowa Ideal type, especially good in straightness of rows and uniformity of kernels which were deep, surfaces rough with extreme bridge dent. The winning 10-ear sample was exhibited by C. R. Bishop of Altoona, who also had the grand champion bushel which showed rigid selection and good breeding in all points. The champion 30-ear sample was owned by W. E. Krizer of Eddyville. Class A scored 60% on market condition and 40% on yield per acre, sworn to before a notary public. The sample picked to represent the yield of acre that won first place was grown by Fred McCulloch of Hartwick. Its ears are long and tapering with deep, rough-surfaced kernels. He also exhibited the champion bushel of oats, and was re-elected treas. of the Corn Growers Ass'n. M. L. Bowman of Waterloo was re-elected sec'y. A. L. Plummer was elected pres., Fred Kloppen, vice pres. Other details of the show, held in this city Dec. 5-17, were reported in the Journal of Dec. 10.

#### KANSAS.

Vermillion, Kan.—James and Omar Watson have purchased the eltr. owned and operated for several years by the late A. D. Crooks.

Traer, Kan.—J. E. Decker has bot the eltr. here of Real & Esterday of McCook, Neb., operated under the name of Frank Real & Co.

Hutchinson, Kan.—The O'Neil, Kauffman & Pettit Grain Co. has filed suit in district court against the Rock Island R. R. Co. for \$503.32; alleging that, thru carelessness, a large quantity of grain was lost while being shipped.

Wichita, Kan.—R. B. Waltermire, weighmaster for the Board of Trade, reports 50 per cent fewer complaints of weight shortage since Aug. 15, last, when the weighing and checking of cars was made a special department of the Board.

McPherson, Kan.—Colburn Bros. have let the contract to the Finton Construction Co. for two subdivided concrete tanks for wheat storage of 60,000 bus. capacity, to be built on the present office site with track scales and handling facilities. A new office will be built.

Hutchinson, Kan.—L. B. Young of Lyons, who with others recently purchased the Kansas Grain Co., is pres.; J. W. Burns, vice pres.; and R. W. Vance, sec'y. T. J. Templar, founder of the company, and W. K. McMillan, who sold their interests in the firm, will go to Los Angeles.

Wichita, Kan.—A new grain and commission firm for Wichita was announced on the Board of Trade, Jan. 27, the Protection Grain Co. of Protection, Kan., that controls a line of eltrs. E. M. Blue is resident mgr. Some time ago he purchased the Board of Trade membership of E. M. Flickinger, former mgr. of the Tri-State Grain Co.

Atchison, Kan.—The framework of Eltr. B was completed for the Blair Eltr. Co. by the Burrell Eng. & Const. Co., Jan. 30, 26 days after it was started. A force of 70 men was employed. The eltr. stands 134 ft. 4 in. above foundation, will have a handling capacity of 10,000 bus. per hr. and be operated by 9 electric motors. It replaces the one burned Oct. 30 last. Fire-proof storage bins will be erected later.

A bill has been introduced in the Kansas legislature (Senate Bill No. 372) authorizing the state Agri College to investigate methods used by farmers in growing and distributing wheat, corn and other agricultural seeds, to determine by experiment the methods best adapted to different localities and encourage farmers to use them and ascertain those localities most in need of improved seed and help them obtain it; also appropriating \$15,000 immediately available to carry out the provisions of this act and another \$15,000 for the fiscal year 1913.

Buy tickets on Tuesday, Feb. 21, for the annual meeting of the Kansas Grain Dealers Ass'n and the excursion to New Orleans. The special low rate for this trip will be available only to those who purchase their tickets on this one day. The ticket may be used from point of origin on day following sale of ticket. From Kansas City to New Orleans and return the price of ticket is \$33. A \$25 rate has been made from most points in Kansas. Those who contemplate joining the excursion on the reduced rate should call on their local agent as soon as possible to ascertain if agent understands the low rate and is equipped with round trip tickets reading via Kansas City, the Frisco to Memphis and Illinois Central to New Orleans. Buy your ticket Feb. 21.

## ANNUAL MEETING KANSAS GRAIN DEALERS ASS'N.

The annual meeting of the Kansas G. D. A. will be held in Kansas City, Mo., Feb. 22-24, with headquarters at the Coats Hotel.

Wednesday morning, Feb. 22, the directors will meet in committee room to dispose of complaints and current business.

WEDNESDAY, FEB. 22, 2 P. M.

Meeting called to order by Pres. R. E. Cox.

Address of Welcome in Behalf of the Kansas City Board of Trade, C. P. Moss, Kansas City, Mo.

President's Address.

"Why We are Members of the Kansas Grain Dealers Ass'n," John E. Hughes, mgr. Farmers Elevator Co., Culver, Kan.

Appointment of committees.

"How to Determine Cost of Handling Grain through Country Elevators," W. C. Brown, Beloit, Kan.

WEDNESDAY, FEB. 22, 8 P. M.

"The Third Degree," J. H. Tustin, F. C. A. of the Mo. Pac. R. R., St. Louis, Mo.

"Needed Legislation," Robert Stone, Topeka, Kan.

THURSDAY, FEB. 23, 2 P. M.

"How shall we Obtain Correct and Uniform Inspection?" W. F. McCullough, Pres. Wichita Board of Trade.

"Telephone Rates Excessive," H. L. Strong, Conway Springs, Kan.

"Suggestions to the Country Grain Dealers," J. G. Goodwin, Board of Trade weighmaster, Kansas City, Mo.

The Kansas City Board will entertain Thursday evening, Feb. 23, and all grain dealers are invited.

FRIDAY, FEB. 24, 9:30 A. M.

"Scale Inspection," George A. Wells, sec'y Western Grain Dealers Ass'n.

"Need of Organization in Nebraska," S. J. Owens, Hastings, Neb.

"Office instead of Track Inspection," W. Scott Cowen, chief grain inspector, Chicago, Ill.

FRIDAY, FEB. 24, 2 P. M.

Secretary's annual report.

Secretary's financial report.

Report of arbitration committee.

Report of auditing committee.

Report of committee on resolutions.

Election of officers.

## KENTUCKY.

Bardwell, Ky.—The grain warehouse of J. W. Turk burned Jan. 17; loss, \$15,000, partly insured.

Louisville, Ky.—The Board of Trade is planning to adopt office inspection of grain. Heretofore grain has been inspected at the cars.

Cadiz, Ky.—A. B. White & Co. have purchased a site on which to build a 50,000-bu. eltr. and a 150-bbl. mill, replacing the present plant. Construction will be started in March.

Louisville, Ky.—Receipts of grain in January included 1,164,565 bus. of corn, 321,125 of oats, 144,000 of rye and 319,875 bus. of wheat; compared with 1,241,225 bus. of corn, 279,000 of oats, 128,955 of rye and 351,350 bus. of wheat received in January last year. Shipments in January included 841,225 bus. of corn, 186,262 of oats, 79,480 of rye and 6,395 bus. of wheat; against 760,150 bus. of corn, 151,795 of oats, 77,250 of rye and 28,850 bus. of wheat shipped in Jan., 1910.—James F. Buckner, sec'y Board of Trade.

## LOUISIANA.

Crowley, La.—Jay Freeland's rice warehouse burned recently.

New Orleans, La.—No wheat was exported in January but 1,189,713 bus. of corn was shipped against 40,000 bus. of wheat and 1,832,892 bus. of corn exported in Jan., 1909. Since the beginning of the crop year, Sept. 1, 1910, to Feb. 1 shipments aggregated 82,439 bus. of wheat and 2,764,632 bus. of corn; compared with 1,112,207 bus. of wheat and 4,067,810 bus. of corn exported in the same period of the previous season.—W. L. Richeson, chief grain inspector N. O. Board of Trade.

## MARYLAND.

Hagerstown, Md.—C. M. Hoyt has built a large brick warehouse in connection with his eltr.

The B. & O. R. R. will run a Farmers' Institute train thru Maryland on several days of this month.—C.

Hagerstown, Md.—L. B. Betts reports a large amount of feed stuffs shipped in here. As this market requires more corn than is raised in this vicinity, about 150,000 bus. was shipped in last year.

## BALTIMORE LETTER.

The first woman employee of the Baltimore Chamber of Commerce, a stenographer, has been added to the office force of Sec'y Hessong.

Directors of the Chamber of Commerce presented George S. Jackson, the retiring pres., a large, handsomely chased silver fruit bowl, Jan. 23. J. Collin Vincent made the presentation speech.

The Western Md. Ry. Co. will hold a conference of its officials, Feb. 21, with the various trade organizations of Baltimore to discuss plans for increasing the city's trade. The Chamber of Commerce will be represented and will naturally suggest grain eltrs. among the first improvements.—C.

At the annual election of directors of the Baltimore Chamber of Commerce, Jan. 30, John H. Gildea, Jr., Charles J. Landers, James C. Legg, Wilbur F. Spice and Joseph M. Warfield were elected on the regular ticket without opposition. With the ten holdover members from the previous board of directors they met Feb. 1 and elected Ferdinand A. Meyer pres. for the year; Douglas M. Wylie, vice pres.; and James B. Hessong, sec'y.

Receipts of grain during January included 142,724 bus. of wheat, 3,129,145 of corn, 350,922 of oats, 52,026 of rye and 4,762 bus. of barley; compared with 189,343 bus. of wheat, 1,842,200 of corn, 134,794 of oats, 62,883 of rye and 3,661 bus. of barley received in January last year. Shipments included 254,815 bus. of wheat and 1,566,703 of corn against 87,730 bus. of wheat and 1,536,278 bus. of corn sent out in Jan., 1910.—James B. Hessong, sec'y Chamber of Commerce.

## MICHIGAN.

Willis, Mich.—I am considering building an eltr. next spring.—Bert Youngs.

Cressey, Mich.—Harry Payne will pur-

chase a car loader, a hopper scale, eltr. supplies and belting.

Scotts, Mich.—We have installed a new 50-h. p. Olds Gasoline Engine in our mill.—White Bros. & Co.

Port Huron, Mich.—We have recently installed an electric motor in our mill, displacing the steam engine.—I. S. Kinch, Model Mig. Co.

Homer, Mich.—We have succeeded Albert Andrus and now operate the two eltrs. at this place. We will build a new office next to our eltr. on the B. & M.—Jackson & Kerr.

Charlotte, Mich.—Mrs. M. A. Quadland has been appointed to succeed her husband as mgr. of the bean eltr. of A. J. Thompson. She is said to be the first woman who has ever held such a position in Michigan. Her husband will travel for the house.—F.

Detroit, Mich.—James T. Shaw will resign his position as mgr. for J. S. Lapham & Co. to take one as treasurer of an automobile company, but will retain his interest in the former firm. Mr. Blume, who has been with J. S. Lapham & Co. for the last 15 years, will succeed Mr. Shaw as mgr.

Detroit, Mich.—Receipts of grain during January included 141,176 bus. of wheat, 590,320 of corn, 219,226 of oats, 111,630 of barley and 48,970 bus. of rye; compared with 81,397 bus. of wheat, 237,472 of corn, 153,266 of oats, 16,481 of barley and 31,366 bus. of rye received in January last year. Shipments in Jan., 1911, included 6,339 bus. of wheat, 144,822 of corn, 8,645 of oats, no barley and 39,521 bus. of rye; against no wheat, 198,553 bus. of corn, 37,232 of oats, 845 of barley and 27,154 bus. of rye shipped in the same month of 1910.—F. W. Waring, sec'y Board of Trade.

## MINNESOTA.

Luverne, Minn.—Ray Kohn has succeeded M. Conway as agt. for E. A. Brown.

Hitterdal, Minn.—Farmers are planning to organize an eltr. company.

Utica, Minn.—The Utica Farmers Eltr. Co. will install automatic scales and perhaps a manlift.

Lynd, Minn.—The Lynd Farmers Eltr. Co. will build and will require complete machinery for its eltr.

Rushford, Minn.—The La Crosse Grain Co. has closed its eltr. at this point indefinitely. T. Amundson has resigned as buyer.

Ash Creek, Minn.—Ash Creek Eltr. Co. incorporated by E. A. Appleby, A. Jensen, Ole Hanson and others; capital stock, \$25,000.

Boyd, Minn.—We have six eltrs. and a mill and will do some repairing before the new crop starts to move.—G. J. Flaa, agt. Gt. Western Eltr. Co.

Mantorville, Minn.—W. F. Saller, mgr. of the Mantorville Farmers Eltr. Co., reports that the company is planning to install scales and put in a dump.

Wood Lake, Minn.—The De Merserman Bros. Eltr. Co. has purchased the eltr. at this station of the Northern Grain Co. and will retain Mr. Christenson as mgr.

Stillwater, Minn.—At the recent annual meeting of the Stillwater Equity Market Co., stockholders decided to increase the capital stock to handle other lines. The grain and produce departments, eltr. and feed mill all showed gratifying profits.

Belview, Minn.—Business men and farmers will organize a co-operative company to take over, Aug. 1, the eltr. Reier Gryting and others recently purchased from the Gt. Western Eltr. Co. Until then Mr. Gryting will operate it on his own account.

Duluth, Minn.—H. A. Starkey, vice pres. of the Consolidated Eltr. Co., has been elected a director of the Board of Trade to fill the unexpired term of W. J. McCabe who was elected vice pres. at the last annual meeting.—Chas F. Macdonald, sec'y.

# The GRAIN DEALERS JOURNAL.

Minnesota sent a strong delegation to the national corn show in Columbus, O., headed by Gov. Eberhart, to get the next one here, on the ground that this is now one of the leading corn states and is advantageously located in the heart of the small-grain belt.

Fergus Falls, Minn.—In the case of the International Harvester Co. of America vs. Charles Cater the U. S. Circuit Court decided, Jan. 28, that the defense that a company is a "trust" or an "illegal combination" is not a good defense to a suit for debt either under the Sherman anti-trust law or under the laws of Minnesota.

A bill has been introduced in the North Dakota legislature, empowering the state R. R. commission to appoint two agents, one for Minneapolis and the other for Duluth, to watch, in behalf of North Dakota shippers, the Minnesota Board of Grain Appeals composed of the joint grain inspection boards of the two cities. These men would replace the present commissioners appointed by the governor.

The 25th annual report of the Minnesota grain inspection department shows a decrease in the number of eltrs. and warehouses operated in the state. During the year ended Aug. 31, 1910, the department licensed 1,456 compared with 1,588 licensed in the previous year. The report shows 871 line houses, a decrease of 100; 363 independent grain houses, a decrease of 38; 7 cleaning eltrs., a decrease of 4; and 224 farmers' eltrs., an increase of 19 over the previous year.

Duluth, Minn.—Receipts of grain in January included 1,268,794 bus. of wheat, 174,486 of corn, 98,377 of oats, 96,058 of barley and 118 bus. of rye; compared with 2,106,721 bus. of wheat, no corn, 876,988 bus. of oats, 414,044 bus. of barley and 23,996 bus. of rye received in Jan., 1910. January shipments included 42,595 bus. of wheat, 72 of corn, 80,248 of oats, 5,384 of barley and 102 bus. of rye; against 102,505 bus. of wheat, no corn, 91,230 bus. of oats, 60,392 of barley and 2,038 bus. of rye shipped in January last year.—Chas. F. Macdonald, sec'y Board of Trade.

A bill compelling railroad companies to make prompt settlement of shippers' claims will be introduced in the Minnesota legislature, with the endorsement of the state R. R. commission. As C. E. Elmquist of the commission recently explained to the St. Paul Traffic Club, the bill will require settlement on claims of overcharges within 45 days and on claims for lost or damaged freight in 60 days if the shipment was within the state or in 90 days if an interstate shipment. A reciprocal system of penalties is provided. If a claim goes to the railroad commission and is found just, the railroad must pay it with a penalty of \$25. If the commission finds the claim not well founded, the shipper will be fined \$25, to be paid to the railroad company.

## MINNEAPOLIS LETTER.

Chamber of Commerce memberships are bid up to \$3,400 with no offerings. A membership sold recently for \$3,000.

The Minneapolis Traffic Ass'n has protested to the Minnesota legislature against the passage of the Cashman rate bill, basing rates on distance.

Altho the Albert Dickinson Co. has removed its general offices to its recently completed building in the eltr. district, it maintains a small office at the Chamber of Commerce bldg. for convenience of the trade.

The following were admitted to membership in the Chamber of Commerce in January: Henry C. Yutzy, Edward W. Brown, Edward P. Bassford, Jr., C. O. Kalman and Malcolm E. Grant.—John G. McHugh, sec'y.

A 3-year agreement between the Minneapolis Traffic Ass'n and the Chamber of Commerce, providing for close business relations between the two organizations, became effective Feb. 1. Hereafter the traffic committee of the Chamber will sit with the directors of the Traffic Ass'n.

When J. E. Wells & Co. took over the business of L. H. Cella & Co., Jan. 30, one of the widest known grain and stock offices in the Northwest, operating outside of the Minneapolis exchange, passed out of existence. It was one of the dozen places under surveillance when the Chamber of Commerce was carrying on its anti-bucketshop campaign about six years ago and also figured in the wire-tapping case a couple of years ago.

The 28th annual report of the Minneapolis Chamber of Commerce, compiled by John G. McHugh, sec'y, has been issued. In addition to the usual information that makes it of value locally, it gives the Minnesota grades of grain established by the joint Minneapolis and Duluth grain inspection boards (Board of Grain Appeals) Aug. 9, 1910, statistical information of other markets, crop reports of Minnesota and the Dakotas for the last 14 years and other information that makes it convenient for reference.

During January Minneapolis received 8,088,870 bus. of wheat, 1,155,500 of corn, 959,490 of oats, 1,532,110 of barley and 126,020 bus. of rye; compared with 10,195,840 bus. of wheat, 1,231,910 of corn, 1,295,500 of oats, 2,149,180 of barley and 233,970 bus. of rye received in January of last year. Shipments in January included 1,347,550 bus. of wheat, 580,100 of corn, 1,021,020 of oats, 1,112,650 of barley and 45,760 bus. of rye; against 1,270,890 bus. of wheat, 640,740 of corn, 1,213,470 of oats, 1,485,620 of barley and 102,570 bus. of rye shipped in the same month of 1910.—John G. McHugh, sec'y Chamber of Commerce.

Directors of the Chamber of Commerce started, Jan. 31, to carry out some of the plans advised at the good seed dinner Jan. 26. F. B. Wells, F. A. Hallet, W. O. Timerman, James L. McCaul and Charles M. Case met the committee of four appointed at the banquet and Sec'y J. G. McHugh wrote to specialists identified with seed work at the Agri. Exp. stations of Minnesota and the Dakotas and to R. R. officials who offered to furnish good seed trains. An effort will be made to start these trains out from Minneapolis in March over the Milwaukee, Northern Pacific, Mnpls. & St. L., Omaha, Soo and Rock Island roads and members of the Chamber of Commerce will be appointed to assist in this work as soon as replies are received from those consulted. It will be desirable to have members accompany the trains, who are familiar with crop conditions in certain localities.

George Auguste Duvigneaud, a member of the Chamber of Commerce, died Jan. 31, aged 52. About four years ago he suffered an attack of erysipelas from which he appeared never to recover entirely and had been confined to his home for the past five months. He had never married and lived with his brother. Mr. Duvigneaud entered the grain trade in Chicago. He then came to this city and became connected with W. F. Meader & Co. and afterwards with Henry Poehler. When the H. Poehler Co. was organized he became its vice pres. He was of a scientific turn of mind, an authority on grain statistics and crops and crop conditions of the world. By European travel he had acquired a knowledge of grain-supply conditions on the continent, of great value to his business associates. He had written some scientific papers that had attracted national attention.

James L. McCaul presided at the good seed dinner given by the Chamber of Commerce in the evening of Jan. 26 and read letters from the R. R. companies offering to provide seed-wheat trains. G. M. Palmer, pres. of the Hubbard & Palmer Co., Mankato, Minn., explained his plan of buying the crop of a farmer, whose yield was of good quality, cleaning it for seed and selling it to farmers at cost. W. C. Helm of the Russell Miller Mfg. Co. told how that firm is preparing a small seed-cleaning eltr. operated by electricity, which, with a man to assist, will be turned over to farmers to use free of charge, to grade out and clean their grain better than at home, re-

taining the best for seed and selling the balance where they please. If this proves successful the company will install similar plants elsewhere as the equipment is not too expensive for a country eltr. A. D. Wilson, Prof. Andrew Boss of the Minn. Exp. Sta. and Prof. H. L. Bolley, the soil and seed expert of the N. D. Agri. College, urged good seed trains to be followed up by other efforts to make them effective. Mr. Wilson told of the efforts of the Agri. College to double the acreage of corn in Minnesota, increase the yield per acre and hold a state corn and grain show next January, offering \$15,000 to \$30,000 in premiums. Paul G. Sukey, supt. of the North Star Malting Co., asserted that for the last 15 years barley has been getting dirtier as it is often sown on foul land to destroy weeds and urged that such be used for feeding only and that the grower determine before planting whether his barley shall be fed or malted and select land accordingly. Bert Ball of St. Louis, sec'y of the seed improvement committee of the Council of North American Grain Exchanges, explained some action the Chamber of Commerce could begin immediately thru various organizations in the Northwest, urging growth of only the best varieties and the purest seeds of these varieties; ascertaining thru eltrs. and millers the local seed condition at each station—whether farmers have choice seed grain or will need to buy. As a result of this meeting the following committee was appointed to plan and manage a campaign for good seed: Dean A. F. Woods of the state Agri. College, chairman, J. R. Marfield, Franklin M. Crosby and C. A. Magnuson, pres. of the Northwestern Eltr. Co. The Chamber will back their efforts.

## MISSOURI.

Columbia, Mo.—At the state corn show held here recently Chester Matheny, of Miami, won first prize in the largest acre contest.

Fairview, Mo.—The Carpenter-Forsythe Grain Co. has succeeded the Houston-Carpenter Grain Co., J. E. Houston having sold his interests to Frank Forsythe.

Manchester, Mo.—The eltr. mill and stables of the Manchester Milling Co., with 20,000 bus. of wheat, burned Jan. 21. Loss \$100,000, one-third covered by insurance.

Rich Hill, Mo.—The Flanagan Mill & Eltr. Co. has brot suit against the Missouri Pacific Railroad Co. for \$237,500 damages, alleging that on Jan. 26, 1906, sparks from defendant's locomotives set fire to its eltr.

Springfield, Mo.—A seed corn special was operated out of this city on Jan. 23 at the instigation of E. J. Perry, superintendent of the K. C. S. railroad. Stops were made at all stations between this point and Kansas City, where the trip terminated. S. M. Jordan, corn expert, distributed seed corn samples.

Clarence, Mo.—J. M. Wine & Co. will operate the eltr. rolling mills, coal shed and warehouse formerly owned by Callison & Shale, Mr. Wine having bot the stock recently. Mr. Wine constructed the Clarence Roller Mills. He and his sons have been in the grain and milling business here for a number of years. Callison & Shale have retired.

## KANSAS CITY LETTER.

Chas. V. Fisher, who has been seriously ill since Christmas, is recovering.

A new feed plant will be built by the American Stock Food Co. of this city.

W. G. Hoover was married to Miss Lucile Dimmick at Omaha, Neb., Feb. 2.

E. D. Bigelow was re-elected secretary of the Board at the first regular meeting of the new directory held recently.

Eltr. operators complain of scarcity of room to handle incoming grain. Stocks of wheat are 4 $\frac{1}{2}$  million bushels, the largest on record, and 2,000,000 bus. more than a year ago.

Tom F. McLiney will be married to Miss Mary F. Grady of Kansas City, Feb.

22, and after a trip to New Orleans and other points in the South will return here to reside.

Milling and shipping demand is so poor that cash wheat and corn are selling at a discount instead of the premiums expected. No. 3 mixed corn is selling six cents under the May price, a condition almost unprecedented.

At an informal luncheon next Monday, Feb. 13, the different interests of the Board of Trade will get together for the purpose of discussing problems outside of the regular order of business which are presented.

Directors of the Board of Trade Clearing Co. have elected the following officers: E. O. Bragg, pres.; I. C. Thomas, 1st vice-pres.; C. V. Purcell, 2nd vice-pres.; L. P. Nellis, sec'y-treas.; G. G. Lee, mgr. and G. M. Edgecomb, asst. mgr.

Louis N. Ries, one of the youngest members of the board, married Miss Agnes Riley Feb. 1. Both were connected with the firm of Perry C. Smith Grain Co. They are spending the honeymoon in California and will return home in March.

E. O. Moffatt, with his wife, is making a tour of the South American countries, having sailed from New York, via Barbados, to Brazil. They will cross the "Andes" from Chili and Peru and return via New York, the entire trip taking about three months.

The formation of a grain club was the principal feature at the dinner given by the Board of Trade Jan. 26, at which 90 members were present. A committee, with Chas. T. Neal as chairman, was appointed to draft a constitution and by-laws for the new organization. Action toward the restriction of outside speculation in grains to defeat the public's antipathy toward the exchanges as speculative machinery was urged. The need of discouraging country branches for the creation of outside speculation on the exchanges and the inadvisability of soliciting market letters was pointed out by the speakers.

Kansas City received during the month of January 2,022,000 bus. of wheat, 1,650,000 bus. or corn, 368,900 bus. of oats, 3,300 bus. of rye, 42,000 bus. of barley and 1,000 bus. of flax seed; compared with 2,624,600 bus. of wheat, 2,206,850 bus. of corn, 529,500 bus. of oats, 2,200 bus. of rye and 89,100 bus. of barley, no flaxseed, in January, 1910. Shipments for the month amounted to 1,341,600 bus. of wheat, 1,198,800 bus. of corn, 508,300 bus. of oats, 3,300 bus. of rye, 40,600 bus. of barley and 1,000 bus. of flaxseed; compared with 1,690,700 bus. of wheat, 1,082,150 bus. of corn, 615,000 bus. of oats, 2,200 bus. of rye, and 37,400 bus. of barley, no flaxseed, in January, 1910.—E. D. Bigelow, sec'y Board of Trade.

Louis B. Young of Lyons, Kan., acquired the Board membership of T. J. Templar of Hutchinson, Kan. D. M. Lewis sold his membership to W. G. Dilts, who is connected with the firm of H. H. Steele & Co. Mr. Lewis is one of the old members and is retiring because of poor health. The membership of Jos. S. Geisel, who represented the old Bulte Milling Co., has been sold to J. S. Flatt. The latest transfer is that of C. C. Fields, now located in Winnipeg, to James E. Houston of Fairview, Mo. The latter will come to Kansas City. The last membership posted for transfer was \$2,500, or \$2,000 net to the seller. A previous sale was made at \$200 lower than that.

#### ST. LOUIS LETTER.

Henry W. Giessing of Farmington, Mo., is a new member of the Merchants Exchange on transfer from C. A. Smith.

A book of rules and instructions for supervisors was recently issued by the department of weights of the Merchants Exchange.

The state grain inspection department now occupies the rooms in the Merchants Exchange bldg. vacated by John E. Hall and the Traders Eltr. Co.

I don't know when I've seen the milling trade in as bad condition as now. The

coarse grain business is good—W. McClellan, vice-pres., Eaton, McClellan Com. Co.

Colin L. Wright was elected to fill vacancy on board of directors of the Merchants Exchange made by the resignation of Mr. Garneau to become candidate for pres. of the Exchange.

The Traders' Grain Co. has made application to have Wirt E. Knapp of W. E. Knapp & Co. commission merchants adjudged a bankrupt, alleging that he owes \$31,766.37 on an open account.

At the annual meeting of the St. Louis Grain Club held Jan. 26 Edward M. Flesh was elected pres., E. E. Catlin vice pres., Thomas K. Martin sec'y-treas. and J. O. Ballard, N. L. Moffitt, C. H. Bacon, H. C. Schultz and A. Rogers elected on the executive board.

John Dower, supervisor of the department of weights at the Merchants Exchange reports that there were found at the different eltrs. and track scales during the month of January, 329 cars with leaking grain doors, 27 leaking over the doors, 1634 with leaking boxes, 92 leaking at end windows, 746 not sealed, 63 end windows not sealed and 39 end windows open.

The directors of the Merchants Exchange denied the petition for a curb market where "puts" and "calls" can be traded. Contending that the formal recognition of the curb was not within the province of the directors, Pres. Garneau said the board preferred not to take action. Geo. Fresch has rented a room in the Chamber of Commerce where trade in "puts" and "calls" is carried on.

At a meeting of the Merchants Exchange held on January 24 a petition asking the directors of the Exchange to submit to a vote of the members whereby all grain handled in the St. Louis market should be weighed under supervision of the weighing department of the Exchange, except such as may be mutually agreed upon, which is bought or sold on shippers' weights was submitted. The directors referred the question to the rules committee, instructing it to report at an early date.

Bert Ball, manager of the Publicity Department of the Merchants Exchange, has resigned, effective Mar. 1, and will move to Chicago where he will devote his entire time to the work of the Seed Improvement Committee of the Council of Grain Exchanges. Mr. Ball's energetic methods have done much to advertise the advantages of the St. Louis market and it is unfortunate that his services could not be retained, but the seed improvement work will afford him a much wider field for action. The promoters are to be congratulated on securing his services.

The special committee appointed by the contract traders of the Merchants Exchange to report on the proposal to establish a clearing house in the grain pit voted in its favor. The stock was placed at \$40,000 and Percy Werner, attorney for the exchange, was engaged to prepare articles of incorporation. There are thirty subscribers and the additional shares will be sold to members after the charter is issued. A permanent organization committee, the members of which are to constitute the board of directors and officers for the first year, was appointed as follows: Nat L. Moffitt, pres., H. W. Daub, vice-pres., J. O. Ballard, sec'y, Marshall Hall and Fred Seale directors. A manager to be paid a salary of \$2,400 is being sought. The state this week granted the charter.

St. Louis received during the month of January 1,261,700 bus. and 3,338 sacks of wheat, 2,624,400 bus. and 2,650 sacks of corn, 1,769,700 bus. and 987 sacks of oats, 51,700 bus. of rye, 320,600 bus. and 14,184 sacks barley; compared with 1,777,000 bus. and 6,326 sacks of wheat, 3,192,200 bus. and 1,958 sacks of corn, 2,228,800 bus. of oats, 35,000 bus. of rye and 317,200 bus. of barley received in January, 1910. Shipments for the month were: 1,213,510 bus. and 3,960 sacks of wheat, 1,018,210 bus. and 16,780 sacks of corn, 1,125,500 bus. and 23,010 sacks of oats, 39,310 bus. of rye and 14,750 bus. of barley; compared with 1,711,

940 bus. and 35,820 sacks of wheat, 1,839,870 bus. and 29,810 sacks of corn, 1,502,990 bus. and 27,760 sacks of oats, 46,340 bus. of rye and 7,220 bus. of barley during January, 1910.—Geo. H. Morgan, sec'y Merchants Exchange.

#### MONTANA.

Froid, Mont.—McCabe Bros. Eltr. is closed. The Farmers did not build an eltr. here as anticipated.—Geo. F. Hunter.

Red Lodge, Mont.—Grain business in this county and vicinity has been very quiet this winter, especially in oats. Prices in the east on oats are too low and our freight to Eastern market is too high. On account of corn coming to this state and entering into competition with oats, the latter has been cheaper this year than for many years.—Albert Budas.

#### NEBRASKA.

Wilber, Neb.—The Farmers Eltr. Co. is just completing a new \$5,000 eltr.

Springview, Neb.—The Springview Flour & Grain Co. incorporated; capital stock, \$15,000.

Deweese, Neb.—Beck & Woods eltr. burned recently. The company expects to rebuild in the spring.

Spalding, Neb.—The Omaha Eltr. Co. at this place has closed its eltr.—J. O. Garner, agt. T. B. Hord Grain Co.

Friend, Neb.—It is reported that Riley Bros. have bot the Wm. Burke eltr. for \$18,000; possession to be given July 1.

Prosser, Neb.—I have moved from Wood River, Neb., and am now with the Farmers Grain & Stock Co. at this place.—L. Spelts.

Greenwood, Neb.—W. E. Pailing was re-elected mgr. of the Farmers Gr. & Stock Co. at the annual meeting held recently.

Ragan, Neb.—Atwell Black has succeeded me as sec'y of the Farmers Grn. & Gnl. Shpg. Ass'n. at Ragan.—C. E. Peterson, Holdrege.

Hildreth, Neb.—The Farmers Grn. & Ply. Co. presented Ed Vansteenburgh, who was badly burn'd last September while in the employ of the company, with a check for \$500 recently.

Loup City, Neb.—Frank Gappa has succeeded Geo. D. Dunn as buyer for the Ewart Gr. Co. Mr. Dunn has been transferred to Lincoln, where he takes the position of grain inspector.

Edgar, Neb.—C. H. Mills will erect an eltr. on his farm. Contract for equipment, including wagon scales, Witte Gasoline Engine machinery and supplies has been placed with the York Foundry & Engine Works.

Hastings, Neb.—I am now handling the Nebraska territory for the Kemper Grain Co. of Kansas City and have my headquarters at Hastings. Miss Barnhill, who had charge of this territory for a number of years, is ill and I am in charge temporarily.—Guy F. Briggs.

Eustis, Neb.—The new officers of the Eustis Grain & Live Stock Ass'n are: Wm. Walker, pres.; C. S. Tunis, vice-pres.; Fred Wiesert, sec'y-treas. Directors: Wm. Walker, Chas. S. Tunis, Christ. Timm, C. C. Yeutter, A. Heater, Wm. Holbein, Fred Nordin, F. J. Wilcox, and J. L. Lewis.—J. W. Velte, mgr.

Creighton, Neb.—I have just completed my 30,000 bus. eltr. and business has been started. This is the third eltr. I have owned but the first one I ever had built. It contains 9 hopper bins, boot pan, dump scales, 10 horse Otto Engine, constant man lift, lightning rods and spouting, driveway of three ft. planks. The whole bottom of scales and the eltr. in general is cemented to make it rat proof. The eltr. was built by V. E. Forrest Co. A flour room, capacity two cars, a rope drive and every detail to make the eltr. complete has been installed, making the bldg. one of the best of its kind in Knox County. Orra Woolery is foreman.—Louis E. Mann.

## OMAHA LETTER.

Henry Roberts, operating a line of eltrs. in northern Nebraska with headquarters at Fort Calhoun, Neb., has applied for membership in the Grain Exchange.

J. W. Redick and H. J. Berry are new members of the exchange on transfer of W. B. Swigard and Henry Roberts.—F. P. Manchester, sec'y Grain Exchange.

The complaint of the Bewsher Co. of poor service in the Missouri Pacific Omaha yards was heard by the state Railroad Commission recently and settled by the Missouri Pacific putting in a special track.

The Merriam Commission Co., organized to do a grain consignment business, is a new member of the Omaha Grain Exchange. The officers are: N. Merriam, pres.; Barton Millard, vice pres., John W. Redick, sec'y., treas. and mngr.

The contract for the construction of the transfer eltr. of the Imperial Gr. & Eltr. Co. has been given to the Burrell Eng. & Const. Co. The eltr. will have a capacity of 15,000 bus., of cribbed construction, motor power and equipped with up to date machinery.

Omaha received during the month of January 1,152,000 bus. of wheat, 2,395,200 bus. of corn, 1,045,500 bus. of oats, 9,900 bus. of rye, and 257,600 bus. of barley, against 1,124,400 bus. of wheat, 3,527,700 bus. of corn, 1,534,400 bus. of rye and 43,000 bus. of barley during January, 1910. Shipments for the month amounted to 695,000 bus. of wheat, 1,200,000 bus. of corn, 1,101,000 bus. of oats, 11,000 bus. of rye and 60,000 bus. of barley; against 540,000 bus. of wheat, 2,011,000 bus. of corn, 1,236,000 bus. of oats, 26,000 bus. of rye and 15,000 bus. of barley in January, 1910.—F. P. Manchester, sec'y Grain Exchange.

## NEW ENGLAND.

West Hampstead, Conn.—A. J. Spollett's eltr. burned recently.

Boston, Mass.—The new officers of the Chamber of Commerce are: Geo. S. Smith, pres.; James A. McKibbin, sec'y; Daniel D. Morss, treas. The organization has a membership of 4,501, making it the largest of its kind in the country.

Boston, Mass.—The New England Corn Exposition held its annual meeting Jan. 25 and elected the following officers: Pres. N. I. Bowditch, South Framingham, Mass.; sec'y-treas. Geo. E. Stickney, Newburyport, Mass.; vice-presidents, W. D. Ross, Worcester, Mass., and Leon S. Merrill, Orono, Me.; F. W. Taylor, Durham, N. H.; O. L. Martin, Plainfield, Vt.; Geo. E. Taylor, Jr., Shelburne Falls, Mass.; Geo. E. Adams, Kingston, R. I., and N. Howard Brewer, Hockanum, Conn.

Boston, Mass.—Boston received during the month of January 173,472 bus. of wheat, 1,555,330 bus. of corn, 452,407 bus. of oats, 3,065 bus. of rye, and 9,054 bus. of barley; against 495,544 bus. of wheat, 361,259 bus. of corn, 335,744 bus. of oats, 3,914 bus. of rye, and 12,375 bus. of barley during the corresponding month last year. Shipments for the month amounted to 150,760 bus. of wheat, 1,009,545 bus. of corn, 60 bus. of oats, no rye, no barley; against 1,265,360 bus. of wheat, 276,299 bus. of corn, 2,610 bus. of oats during January, 1910—James A. McKibben, sec'y Chamber of Commerce.

## NEW JERSEY.

Jersey City, N. J.—Frank R. Smith of the Long Dock Mill & Eltr. Co. died Jan. 19 from heart trouble. He had retired from active business about a year ago. The members of the New York Produce Exchange held a meeting and passed resolutions of respect and condolence and appointed a large committee to attend the funeral.

## NEW YORK.

New York, N. Y.—Ernest Keusch, a brother of Otto Keusch, died Jan. 18. Age 27.

Lestershire, N. Y.—F. B. Ingraham's feed mill and granary burned Jan. 26. Loss, \$6,000.

New York, N. Y.—The reciprocity treaty with Canada recommended by Pres. Taft, is fully indorsed by the Produce Exchange.

New York, N. Y.—Herbert Neustadt was recently expelled from the New York Produce Exchange by the board of mngrs. who alleged he used improper business methods.

Clyde, N. Y.—The affairs of the Clyde Grain & Produce Co. are in charge of the Briggs National Bank temporarily. It is alleged, because of slow collections, the company is financially embarrassed. The assets of the firm are \$11,426.55; liabilities \$7,371.84.

Buffalo, N. Y.—John D. Shanahan, formerly chief grain inspector here, and for the past five years connected with the Bureau of Plant Industry, Department of Agriculture, has gone to India to investigate the growing of flaxseed for local linseed oil interests.

Buffalo, N. Y.—Earl E. McConnell has gone with the Eastern Grain Co. of this city as representative in Eastern Indiana and Ohio, a territory in which he has represented the Cleveland Grain Co. the past year, having been for several years in the Indianapolis office.

New York, N. Y.—Geo. J. S. Broomhall of Liverpool of the Commercial Trade News has been appointed European correspondent for the New York Produce Exchange. He has also received similar appointments from Buenos Aires and Rosario Exchanges. His statistics are now used by seven exchanges in Europe and America.

Ogdensburg, N. Y.—The Ogdensburg Terminal Co. has let the contract to Jno. S. Metcalf & Co. for a 500,000 bus. concrete eltr. to be built here immediately at an approximate cost of \$200,000. Its capacity for receiving from boats will be 18,000 bus. per hr. and it will load 60 cars in ten hrs. Just 20 yrs. ago the firm of Metcalf-Macdonald Co. helped to adjust the insurance on the first eltr. built here and then built the house which was burned last fall. After adjusting the insurance on the 2d eltr. Jno. S. Metcalf Co. will erect one which will not burn.

## NORTH DAKOTA.

Clifford, N. D.—The eltr. of the Cargill Eltr. Co. sustained a slight loss by fire recently.

Reader, N. D.—The Empire Eltr., containing a large quantity of grain, burned recently.

Denhoff, N. D.—No crop here this year. Closed the eltr.—W. F. Ahlbrecht of F. Ahlbrecht & Sons.

Langdon, N. D.—Henry Sorensen has succeeded Frank Briggs, late manager of the Farmers Eltr. Co.

Grand Forks, N. D.—The Red Valley Corn & Clover convention held its second annual meeting Feb. 7, 8 and 9.

Stampede, N. D.—Vern Wells has sold his interest in the Ward County Farmers Eltr. Co. to the Viking Lumber Co.

Harvey, N. D.—G. D. Reisland will engage in the grain business at New Leipzig, N. D., to which place he has recently moved.

Elliott, N. D.—Farmers Eltr. Co. incorporated; capital, \$10,000. C. O. Belzer and Tom R. Cullinan are among the incorporators.

Gayville, N. D.—A Farmers Eltr. Co. with a capital of \$20,000 has been organized; Freeman Lynch, pres.; J. P. N. Lund, sec'y-treas.

Bordulac, N. D.—The Farmers Eltr. Co. is starting to clean wheat, flax and oats for seed to be delivered in the spring.—H. A. Aker, Mgr.

New England, N. D.—I have moved from Turtle Lake, N. D., to New England, N. D.—E. J. Freeman, formerly Agt. Regan & Lyness at Turtle Lake, N. D.

Heaton, N. D.—Prosper St. Jacque now has charge of the Farmers Eltr. J. A. Frank, who has been in charge for the past year, has left for Minneapolis and other points.

McVille, N. D.—We rented our house to J. E. Cary last fall and have not been directly interested in the grain business this season as we are associated otherwise.—Case Eltr. Co.

Sarles, N. D.—This season the station will handle about 100,000 bus. of American grain shipped out besides the bonded grain.—F. A. Plummer, mngr. Farmers Co-Operative Eltr. Co.

Edmore, N. D.—The Burgess Eltr. Co. was closed the last of January. The Anchor Grain Co. eltr. and the Farmers Eltr. Co. eltr. are the only ones open.—A. L. Tennis, Agt. Anchor Gr. Co.

Fargo, N. D.—The North Dakota corn show, which was held here last month, was the source of much interest. The two grand championships, one for the best ten ears and one for the best single ear were won by L. S. Thorpe of Mayville.

Bismarck, N. D.—The amendment, under which it would be made possible for this state to build terminal railroads at Minneapolis and Duluth which was passed two years ago and referred to the present legislature, has been voted favorably upon by the senate.

Bismarck, N. D.—House Bill No. 46, in which an effort is made to prevent discrimination against farmers eltrs. by line companies, prohibiting them from offering different prices for grain in different localities, transportation, etc., being considered, was recommended for passage by the committee of the whole, Jan. 27, after an hour's discussion.

Fargo, N. D.—The Equity Co-Operative Exchange will be the name of the new corporation by which the terminal eltr. company will be known. At the recent meeting of the North Dakota Union of the American Society of Equity a committee to incorporate was elected as follows: A. V. Swason and J. M. Anderson, Fargo, N. D.; Bert Cole, Campbell, Minn.; J. D. Meyers, Starkweather, N. D.; J. C. Bergh, Hendrum, Minn.; O. H. Olson, New Rockford, N. D.; F. E. Wood, Deering, N. D.; A. W. Dittmer, Velva, N. D., and R. E. Parks, Lily, S. D. The \$50,000 said to be required to build the eltr. has been subscribed.

Bismarck, N. D.—H. O. Brown and J. T. Clifford, state grain commissioners, condemn the grading of grain on its physical appearance in their biennial report, stating that it should be graded upon its commercial or milling value. They also state it is their belief that, in justice to the farmers and grain growers, the inspection department should be put under civil service regulation and taken out of politics so those holding positions in the service would not depend on the success or failure of any party. The Minnesota law, the commissioners state, requiring the shipper to place a card in the car giving the shipping weight, is not complied with once in ten times.

## OHIO.

Cavitt, O.—A scooper is operating here. Leipsic, O.—I will erect an eltr.—C. W. Franklin.

Spring Valley, O.—A scooper is operating at this place.

Climax, O.—S. McAninch & Son are regular dealers here. A scooper is trying to ship.

Cecil, O.—Square Deal Eltr. Co. are the regular dealers here. All others are scoopers.

Blanchester, O.—Dewey Bros. Co. are the only regular dealers here; all others are scoopers.

Bucyrus, O.—Four scoopers are operating here. The regular dealers are Valparaiso Gr. & Eltr. Co., W. M. Reed Est. and Smith & Fitter.

Kings Creek, O.—We expect to equip our mill to handle oats and corn this season.—Gregg Bros.

Zanesville, O.—We are completing our new eltr. and warehouse.—Elmer A. Evans, mgr. Zanesville Gr. & Bldrs. Supply Co.

Ansonia, O.—The only regular grain shippers here are Ansonia Grain Co., and John W. Huffnagle. All others are scopers.

Austinburg, O.—H. C. Kelley has succeeded Kelley & Coulter. A scooper here is selling feed and grain at reduced prices.

Brighton sta., Wellington p. o., O.—We are not doing any grain business at present. Sold to Jones Eltr. Co.—Brighton Eltr. Co., Wakeman, O.

Lodi, O.—We are installing a new 25-h. p. engine and a corn chopper and grinder and also have added to our feed room.—H. Bennader & Co.

Laura, O.—Henderson & Coppock expect to build an eltr. here as soon as the weather permits this spring.—A. B. Jones, mgr. Henderson & Coppock.

Circleville, O.—We have installed two Richardson Automatic Scales in our mill here and expect to install several more soon.—W. F. Heffner Mfg. Co.

Cedarville, O.—Kerr & Hastings Bros. have purchased the mill and eltr. at Spring Valley, O., formerly known as Barrett & Son and later as the Barrett Mfg. Co.—Kerr & Hastings Bros.

Columbus, O.—H. L. Robinson has succeeded E. W. Seeds as general mgr. of the Seeds Grain & Hay Co. Mr. Seeds has retired on account of ill health. The firm is now doing a track buying business.

Upper Sandusky, O.—Bowen & Baumunk have bought the grain eltr. of H. A. Myers, deceased, and will handle all kinds of grain. Jerome Bowen, of the new firm, has been engaged in the hardware business, and Wm. Baumunk is a leading farmer.

#### CINCINNATI LETTER.

All dealers shipping to Cincinnati should request Chamber of Commerce official independent weights.—P. M. Gale.

The Ellis & Fleming Co. made the first application for quarters in the new Chamber of Commerce building, not yet constructed.

The Early & Daniel Co. is located at 33 Carew bldg. The temporary office since the Chamber of Commerce bldg. fire has been at the Sinton hotel.

The Union Grain & Hay Co. has been sued for \$10,000 by Carrie Jasper, administrator of the estate of Lawrence Jasper, who was killed by the fall of a 320-pound counter weight Sept. 8 while doing duty as watchman in the eltr. of defendant.

The Grain Dealers Ass'n is a new organization which was formed recently by the members of the grain trade and the directors of the Chamber of Commerce who have been divided for a number of years over the question of an independent weighing bureau. F. F. Collins, Daniel Granger, Andrew Braun and Lyman Perin were chosen directors. The board will elect its own officers.

Cincinnati received during the month of January 411,536 bus. of wheat, 908,100 bus. of corn, 477,820 bus. of oats, 122,330 bus. of rye and 100,380 bus. of barley; compared with 338,279 bus. of wheat, 703,486 bus. of corn, 496,970 bus. of oats, 78,878 bus. of rye and 23,600 bus. of barley received in 1910. Shipments for the month of January were 422,034 bus. of wheat, 671,850 bus. of corn, 427,934 bus. of oats, 57,000 bus. of rye and 4 bus. of barley; compared with 314,218 bus. of wheat, 538,784 bus. of corn, 367,948 bus. of oats, 62,784 bus. of rye for January, 1910.—C. B. Murray, supt. Chamber of Commerce.

#### TOLEDO LETTER.

Inspection charges on grain received at Toledo will be at the rate of 5c per 100 bus.; effective Mar. 1, 1911.

The Mollett Grain & Milling Co., doing business in Indiana, will succeed the Mollett Grain Co. at this place.

Corn is arriving here out of condition, but can be remedied at home. The fine dirt sifts to the bottom of a car of corn and creates a heated and musty condition. Clean the corn and it will arrive cool and sweet. Five bus. of mahogany corn mixed with 15 bus. of good No. 3 yellow corn will make the entire car sour and musty in less than 24 hrs. Keep the mahogany corn and ship it by itself.—E. H. Culver, chief inspector.

Toledo grain men are heartily in favor of the plan proposed by Mr. S. P. Arnot at the meeting of the Council of North American Grain Exchanges in Chicago to discontinue pit trading for future delivery on the fifteenth day of the delivery month and transfer all hedges to more distance future prior to the fifteenth. Such a plan would make a cornered market impossible and grain would bring on the market what it is actually worth.—O. C.

Toledo received during January 258,000 bus. of wheat, 759,200 bus. of corn, 183,600 bus. of oats, and 3,000 bus. of rye; compared with 127,000 bus. of wheat, 330,550 bus. of corn, 143,750 bus. of oats and 5,000 bus. of rye during January, 1910. Shipments during January amounted to 103,800 bus. of wheat, 467,300 bus. of corn, 303,000 bus. of oats and 3,800 bus. of rye; compared with 159,700 bus. of wheat, 223,500 bus. of corn, 157,100 bus. of oats and 21,800 bus. of rye in January, 1910.—A. Gassaway, sec'y Produce Exchange.

#### OKLAHOMA.

Drummond, Okla.—The Hobart Mill & Eltr. Co.'s eltr. and mill burned Jan. 24. Loss \$20,000.

Grainola, Okla. The Eltrs. did not open in this section this season because of short crops.—Eugene Wynd, agt. I. C. Pierce Grain & Eltr. Co.

Muskogee, Okla.—The plant of the Midland Mill & Eltr. Co., which burned some time ago, will be rebuilt, work on the new structure having been begun.

Pryor, Okla.—The Oklahoma better seed and live stock train was met by thousands here. Large crowds turned out at all the stations at which stops were made.

Cherokee, Okla.—The Cherokee Mill & Eltr. Co., incorporated; capital stock, \$40,000; incorporators, J. E. Walker and Bernard Dahlgren of Cherokee, G. B. Gray and J. M. Moore of Kansas City and J. A. Berninghaus of St. Louis.

#### OREGON.

Portland, Ore.—The Pacific Grain Co., the Portland Seed Co. and the R. M. Wade Co. have applied to the United States court to have the Oregon City Commission Co. declared bankrupt, claiming that it transferred its stock to D. C. Robbins Jan. 7 to defraud its creditors.

Portland, Ore.—The Portland Flouring Mills Co. has increased its capital stock from \$300,000 to \$1,500,000 and filed additional articles of incorporation. The company has branches in several points in the northwest and the object is to combine all the plants and properties into one holding company.

#### PENNSYLVANIA.

Harrisburg, Pa.—The first "good roads" train run by an eastern railroad was started out by the Pa. R. R. Jan. 25 in charge of the Pennsylvania State College, the roads department of the national government and the state highway department.

#### PHILADELPHIA LETTER.

Gibbs Bros. recently made application for membership on the Commercial Exchange. They are especially interested in seeds, Chas. Alexander of the firm being on the official committee.

The Pennsylvania Railroad Co. has decided to enlarge the warehouse and storage capacity in the city location and contemplate a modern grain eltr. on the Dela-

ware river front with latest equipments for drying and cleaning grain.

Samuel Leech McKnight was elected president of the Commercial Exchange, Jan. 31, Louis G. Graff, vice-pres. and Joseph W. Beatty, treas. Of eleven named for directors the following were chosen: Samuel J. Clevenger, Jacob B. Pultz, Wm. M. Richardson, Antonio Sans, Winfield S. Woodward and Walter K. Woolman.

During January Philadelphia received 193,479 bus. of wheat, 2,260,321 bus. of corn, 688,879 bus. of oats; against 469,630 bus. of wheat, 101,720 bus. of corn and 388,286 bus. of oats in January, 1910. Exports for January amounted to 204,124 bus. of wheat and 1,182,805 bus. of corn, compared with 841,870 bus. of wheat and 108,490 bus. of corn in January, 1910.—S. R. E.

Sydney Smith, who withdrew as a candidate for vice-pres. of the Commercial Exchange, was named as a member of the grain committee, of which Wm. B. Dupuy is chairman, at the recent meeting of the directors when they met and reorganized for the ensuing year. The Committees were named by Samuel L. McKnight, pres. James L. King was selected chairman of the transportation committee and George M. Warner chairman of the membership committee.

#### PITTSBURGH LETTER.

A movement is on foot to reduce the number of directors of the exchange from 13 to 9 or 7.

Things are very sluggish and everybody seems to be waiting for lower prices.—R. D. Elwood & Co.

Dealers cannot be too careful in shipping car, lot of ear corn coming in in poor condition.—Herb Bros. & Martin.

Considerable ear corn is coming into this market out of condition. We are shelling and drying most of it.—R. S. McCague.

Pittsburg, Pa.—The Pittsburg Hay & Grain Transfer & Storage Co. has been organized by the grain and hay men of Pittsburg.

Clover hay arriving in this market is of poor quality and hard to place at satisfactory prices.—W. J. Mahood, The Mahood Grain & Hay Co.

The Pittsburg Grain & Flour Exchange decided at its last meeting to employ an experienced railroad man to take charge of all traffic matters.

Receipts are up to the demand, both ear and shelled corn arriving in poor condition and dealers shud be careful in shipping nothing but sound and sweet.

The Grain and Flour Exchange of Pittsburg unqualifiedly endorses the reciprocity treaty between the United States and Canada, now before Congress.—Alfred Lawton, Jr., sec'y Grain & Flour Exchange.

Demand for all timothy is good; demand for 2d grades of clover hay very dull. Corn is causing us a great deal of trouble, good demand for kiln dried and No. 2 yellow ear corn.—Jos. Moore of Jno. A. Moore & Bro.

The dealers here are determined to get hay sheds and the railroad comitee of the Grain & Flour Exchange has arranged for a meeting today with the Pittsburg Freight Comitee which consists of 5 representatives of 5 different railroads.

Pittsburg, Pa.—At a recent meeting of the Grain & Flour Exchange a resolution was adopted against the charging of demurrage by the B. & O. railroad for cars held during the flood. The matter was referred to the railroad committee.

#### SOUTH DAKOTA.

Cottonwood, S. D.—The eltr. of G. W. Van Dusen & Co. has been closed.

Blaha, S. D.—I am in the farmers Eltr. here since Dec. 25.—J. C. Weimer.

Andover, S. D.—Wm. Boyd and J. A. Johnson have leased Geo. C. Bagley's eltr.

Garretson, S. D.—The plant of the Occident Eltr. Co. was damaged by fire Feb. 2.

# The GRAIN DEALERS JOURNAL.

Fairfax, S. D.—A Farmers Grain Co. is being organized with a view to building an eltr. here.

Starr sta., Parkston p. o., S. D.—One of Walt & Dana's eltrs. has been moved to this place from Armour, S. D.

Aurora, S. D.—The Van Dusen-Harrington Co. has bot the Sleepy Eye Mfg. Co.'s eltr. at this place and the other eltrs. of the company.

Rockham, S. D.—The Farmers Eltr. incorporated with a capital of \$10,000. Among the directors: F. A. Bush, N. A. Sorth and C. Hegeboom.

Emery, S. D.—An order has been made and entered by the trustee in bankruptcy to sell the residence of John E. Carlon, bankrupt.—Henry A. Muller, referee in bankruptcy.

Gayville, S. D.—An eltr. company with a capital of \$20,000 has been organized and an eltr. will be erected as soon as the weather permits. Officers: Pres., Freeman Lynch; vice-pres., Ole Odland; sec'y-treas., J. P. N. Lund.

Wasta, S. D.—The G. W. Van Dusen & Co. eltr. with 400 bus. of corn, 500 bus. of oats, 700 bus. of wheat, 200 bus. of flax, 100 bus. of barley, and 800 bus. of speltz burned Jan. 30. Loss on the contents nearly \$8,000, fully insured. The company expects to rebuild as soon as possible. The eltr. was a total loss.

Castlewood, S. D.—Bankruptcy proceedings have been instituted against the Farmers Eltr. Co. by William Walkin, Ollie J. Pummer and Peter S. Kallemeyn, who allege that the eltr. company owes them \$500. It is also alleged that the defendant preferred other creditors and deposited money to apply on a note held by the First National bank.

Mitchell, S. D.—Ten ears of corn owned by John P. Thompson of Elk Point, S. D., brought \$20 at the close of the state corn show held here recently when the prize corn was sold. A single champion ear also owned by Mr. Thompson brought \$4. Ten ears displayed by Lewis Larson of Langdon, S. D., brought \$26 and ten ears displayed by W. H. Thompson of Fulton, S. D., brought \$11. Other prize ears sold from 75c to \$2 each. Total amount of sales \$245.65.

## SOUTHEAST.

Birmingham, Ala.—We are liquidating our business.—W. C. Agee & Co.

Norfolk, Va.—Chas. Reid's Sons, incorporated; capital stock, \$25,000.

Wheeling, W. Va.—We contemplate building a 5-story warehouse.—C. F. Baunlich & Co.

Richmond, Va.—R. A. Justice, prominent grain dealer and member of the grain exchange, died recently.

Senoia, Ga.—Powers & Hand, a new firm composed of E. H. Powers and Lee Hand, have entered the wholesale grain and flour business.

Birmingham, Ala.—The Lynnvile Mill & Eltr. Co. incorporated; capital, \$21,000; Almoth E. Smith, pres. and treas.; Robert N. Bell, vice-pres.; Newton C. Smith, sec'y.

Jacksonville, Fla.—The annual report of Board of Trade grain inspection for 1910 shows 1,288 bus. of oats, 892 bus. of corn, 115 bus. of wheat, making a total of 4,643 bus., compared with 1,240 bus. of oats, 861 bus. of corn, 85 bus. of wheat totaling 4,306 bus. for 1909.

Atlanta, Ga.—The Grain Dealers Ass'n filed a petition protesting against the proposed advance from \$2 to \$5 for switching rates by all railroads entering Atlanta. The Railroad Commission issued an order calling a hearing for February 23 and an additional order that pending the hearing no change will be made in charges governing local service.

Richmond, Va.—Henry D. Riddick recently was selected sec'y-treas. of the Grain Exchange for the unexpired term ending June 30, 1911, to fill the vacancy caused by the resignation of Captain B.

A. Jacob who for the past 29 years has held this office. Mr. Riddick has had several years' experience as deputy grain inspector of the exchange.

## TENNESSEE.

Fayetteville, Tenn.—The Smith Grain Co.'s mill burned recently. Loss, \$16,000; insurance, \$2,000.

Fayetteville, Tenn.—The Smith Grain Co.'s cob mill and warehouse No. 2 burned Jan. 28. Loss, \$15,000, partly insured. The main warehouse, with a large quantity of grain, was saved.

Nashville, Tenn.—In connection with the winding up of affairs of the Nashville Steel Eltr. & Warehouse Co., a document was filed recently to foreclose on mortgage of \$31,000. Also consolidation of all suits is asked in connection with the company.

## MEMPHIS LETTER.

The name of the Roberts & Hamner Grain Co. in the Journal, Jan. 25, was incorrectly printed as Robert F. Hamner.

The printed copies of the new rules for hay and grain as recently adopted by the Merchants' exchange are being distributed. The changes made are not radical.

The Ryerson Grain Co., incorporated by E. A. Ryerson, J. S. Ryerson, E. H. Claypool, J. C. Postal, and H. M. Jordan, with a capital of \$5,000. E. A. Ryerson is not a member of the Merchants Exchange.—N. S. Graves, sec'y The Merchants Exchange.

A number of applicants for membership in the Merchants' exchange are being received, which would indicate renewed interest in the organization. A rule limits the membership but if the applications become plentiful enough there may be a change in the limit.

B. A. Dean, Auburn, N. Y., and J. Vining Taylor, of Winchester, Ind., representing the National Hay Ass'n, and John F. Courcier, sec'y of the Grain Dealers National Ass'n, were Memphis visitors recently. They were looking after the interests of their organizations and were given a hearty reception by members of the trade. All of them were delighted with the new quarters.

The directors of the Merchants Exchange have elected E. R. Gardner chief inspector and weigher for hay and grain. There was no doubt of the choice, for he has been acting in that capacity for several years and is very popular. The only change made was that the position was placed on a salary instead of a fee basis as heretofore. It is planned to have the office of the inspector in the new Exchange building a little later.

Memphis firms have been favored by a recent decision of the Interstate Commerce Commission at Washington and will collect several thousand dollars from the Illinois Central railroad for overcharges on shipments of corn and oats from Illinois, Iowa and Nebraska. Following are the firms and the amounts they will receive: J. C. West & Co., \$2,640; H. J. Hasenwinkle & Co., \$784; Jones & Rogers, \$28; Williams Fitzhugh Grain Co., \$2,731 and \$3,872; W. P. Brown & Co., \$131; E. C. Buchanan & Co., \$428; J. B. Horton & Co., \$911; P. A. Partrick & Co., \$12,80; Hartfield & Cook, \$11,14; Webb & Maury, \$721.

I have just returned from Nashville where I went to appear before the Senate Agricultural Committee, which, it seems, had the final say as to whether the Anti-Option Bill should become a law. The bill was defeated before said committee by a vote of 6 to 2, altho it passed the lower house. It has now been defeated twice in the upper house during this session and it does not appear that it will come up again until the complexion of the legislature will have been changed, and no changes can take place now, the present legislature just having taken their seats for a term of two years.—S. M. Bray, mgr. S. M. Bray & Co.

A new position has been created in the Merchants Exchange, that of grain and hay freight commissioner, and Cyrus B. Stafford chosen to fill it. He has been acting in that capacity for the Memphis Hay and Grain Ass'n, but it was desired that the change be made for all the members of the latter are members of the exchange and by having the official working through the exchange it is thought there will be more recognition given efforts to adjust any differences which may arise. The salary of the new official will be paid entirely by members of the hay and grain trade, so it means no added expense to the general membership.

An incident of much interest to the trade happened a few days ago when members of two firms "mixed" right in the heart of the business district. A consignment of hay had been made to a new firm, Ryerson Gr. Co., but draft thereon was turned down. Possession of the car was secured in some manner and preparations were being made to ship it out of the city. The shipper had in the meantime notified another firm, J. C. West & Co., to attach the car and handle it. This was done. Two members of the Ryerson firm met the man who made the attachment and some words were passed. A number of blows were struck and the senior member of the firm who refused to honor the draft received a severe pummeling before bystanders separated the combatants.

A case of vital importance to the Merchants Exchange is the suit for injunction brot by the Peoria Commission Co., of Peoria, Ill., to prevent the carrying out of the order of the board of directors for the expulsion of the filer of the suit from membership. A temporary injunction was granted by the judge, but hearing has not been had. The exchange will fight the suit, for the outcome will determine the right to exercise the privilege of enforcing its rules as to the actions of its members in business transactions. The case arose over an arbitration. Some months ago F. W. Brode & Co., of this city, contracted to deliver to the Peoria concern some cotton seed products, but for some reason failed to do so. The Peoria concern claimed damages therefor and in other transactions held up about \$2,000. Suit was entered for this by the brokerage firm in a court in Illinois, but later this was withdrawn and the matter brot before the arbitration board of the local exchange, of which both were members. The Peoria concern claimed no jurisdiction because of the previous suit and refused to enter its defense. The case went ex parte in favor of the local concern. The Peoria concern refused to abide the verdict and later the name was dropped from the rolls. W. P. Metcalf, attorney for the exchange, has filed his answer and hearing will be had soon.—M.

## TEXAS.

Fort Worth, Tex.—Empire Grain Co., incorporated by Frank Kell, E. G. Rail, R. M. Kelso and Whit M. Grant; capital \$40,000.

F. H. Smyers, Miami, Tex., and the Orient Milling Co., Chillicothe, Tex., have been admitted to membership in the Texas Grain Dealers Ass'n.—G. J. Gibbs, sec'y.

Palestine, Tex.—S. W. Walker, formerly in the grain business for a Tyler concern, will be one of two managers of a local grain company, incorporated for \$20,000, to do an exclusive grain business.

Ft. Worth, Tex.—J. A. Bushfield, who was formerly vice pres. of the J. Sidney Smith Grain Co. at Omaha is now associated with T. H. Bunch Com. Co. at this place.—S. P. Mason, Nye Schneider Fowler Gr. Co., Omaha.

Port Arthur, Tex.—Reports that the Port Arthur Eltr. would be closed are conceded to be erroneous by G. R. Williams, supt. of the Kansas City railroad. Light export shipments from this port and other ports of Texas were the cause of the reports.

Galveston, Tex.—No corn or wheat was shipped from this port during the five

months prior to February 1, against 1,540,219 bus. of wheat and 1,761,679 bus. of corn during the same period last year.—C. McD. Robinson, chief inspector Galveston Board of Trade.

Galveston received during the month of January 116 cars, compared with 397 cars during January, 1910. No shipments for the month, compared with 977,214 bus. during January, 1910.—H. Hickman, sec'y Galveston Board of Trade.

Fort Worth received during the month of January 232 cars of wheat, 100 cars of corn, 55 cars of oats, total 387 cars, compared with 130 cars of wheat, 790 cars of corn, 75 cars of oats, total 995 cars during January, 1910. Shipments for the month amounted to 232 cars of wheat, 50 cars of corn, 5 cars of oats, total 287 cars, compared with 98 cars of wheat, 550 cars of corn, 90 cars of oats, total 738 cars during January, 1910.—E. B. Wooten, sec'y.

Austin, Tex.—The Texas State Bankers' Ass'n has presented gold medals to the first five prize winners in the contest of the Texas boys' corn clubs according to the decision of the board of judges. In addition to the medals the winners of the first two prizes were awarded one year's tuition at the Agricultural and Mechanical College, the winner of the third was given \$100 in cash and the fourth \$50 in cash. The boys who were successful were: William Rogers Smith, Karnes City, first; Joe Windom, Lott, second; Henry Liles, Chilton, third; Calvin G. Sayles, Gayhill, fourth; and C. G. Liles, Chilton, fifth.—H. Howitt;

San Antonio, Tex.—The Texas Industrial Congress has offered \$10,000 in cash to the growers of corn and cotton in this state. Henry Exall of Dallas, pres. of the congress, has announced the contest in an open letter to the farmers of Texas. The contestant must grow both cotton and corn. The prizes are grouped according to acreage and the age of the contestant. The first group is for corn and cotton grown on twenty acres, ten acres for corn and ten for cotton and the next group will be divided into two acre tracts and must be grown by boys not over twenty years old on Jan. 1. The prizes are for the largest yield of merchantable products. For the twenty acre tract competitors the following prizes are offered: First prize, \$2,500; second, \$1,500; third, \$750; fourth, \$500, and \$100 each for the next ten best results. For the boys: first prize, \$1,000; second, \$750; third, \$500; fourth, \$250, and \$100 each for the next ten best results.

## WASHINGTON.

Malden, Wash.—The Malden Grain Co. incorporated.

Malden, Wash.—Arrangements to purchase the Turner Grain Co.'s warehouse at Squaw Canyon are being made by the farmers.

Seattle, Wash.—The White-Dulany Co. incorporated with a capital stock of \$100,000, will build a chain of grain eltrs. and warehouses. The company is composed of Seattle business men and Eastern men who will participate in the domestic and export grain business. J. A. Pease will be mgr.

Olympia, Wash.—A bill providing for inspection of all wheat for export was introduced in the legislature January 30. Statements that exporters are in the habit of listing club wheat and forty-fold as blue stem when shipping it abroad have been made before the railroad commission. This has the effect of lowering the bluestem grade, touching not only foreign markets but local as well. Under the new law all wheat shipped to public warehouses shall be inspected. Public warehouses are defined in the law and all come under the provisions of the act. However, a shipper can under the law bill grain to himself and mark on the bill of lading, "Not to be inspected," and there will be no inspection. The new rate for inspection is 8 cents a ton for hay, 5 cents a ton for sacked wheat and 3 cents for bulk wheat.

## WISCONSIN.

Linden, Wis.—Alton Bros. have engaged in the grain business here.

Somerset, Wis.—Farmers in this vicinity are contemplating erecting an eltr.

Denmark, Wis.—Kriwanek Bros. are going to improve and overhaul their eltr. this year.—J. C. Paral, agt. Cargill Eltr. Co.

Superior, Wis.—An eltr. constructed by the Soo Line is anticipated if the proposed reciprocity treaty is ratified. The grain eltrs. at the head of the Lakes will be taxed and there will be plenty of business for a new house with wheat coming free from Canada.

Madison, Wis.—Henry E. Krueger of Dodge County won both trophies offered by the Milwaukee Chamber of Commerce for the best winter rye and Oderbrucker barley at the recent meeting of the Wisconsin Agricultural Experiment Ass'n. He also won the trophy for the best bushel of barley offered by the Brewers Ass'n, which sold for \$74. Other trophies were: silver king corn, J. B. Joas, Fountain City; spring wheat, H. P. West; corn, Charles H. Howitt;

Superior, Wis.—Former State Senator George B. Hudnall has turned over \$2,100 to State Treas. A. H. Dahl and the misunderstanding between the Wisconsin Grain & Warehouse Commission and the state treas. has been cleared up. The commission is required to turn over to the state treasury the unexpended balance in its fund on July 31. At that time there were about \$6,000 in the fund, \$3,500 of which was remitted in August and the rest was retained by the commission to help defray expenses until the receipts of the fall work came in.

### MILWAUKEE LETTER.

The Hansen Malting Co. has increased its stock to \$600,000.

Gottlob Bossert, a member of the Chamber of Commerce, died recently.

Demand is good now for rye, corn and oats; receipts light.—I. C. Lyman.

The Milwaukee Chamber of Commerce is said to be still doing business in Chicago warehouse receipts.

Application for membership in the Chamber of Commerce has been made by John P. Dousman of the John P. Dousman Milling Co. of De Pere.

Frank B. Rice, mgr. Star & Crescent Mfg. Co., Chicago, and C. B. Pierce of Bartlett Patten, Chicago, were admitted to membership in the Chamber of Commerce.—H. A. Plumb, Sec'y Chamber of Commerce.

Milwaukee, Wis.—The Wilbur Stock Food Co. of Milwaukee sustained a loss of \$25,000 recently when its two upper floors were burned. The company announces that it will look for another location at once.

We've gotten more prairie hay in the last month than we've had in 5 years, 8 to 10 cars a day, while we got 3 cars a day a month before; 100% more prairie hay than was expected was raised.—W. J. Armstrong.

The Kurth Malting Co., whose headquarters are at Columbus, Wis., will shortly begin the erection of a malting plant in this city. It is understood that about \$100,000 will be invested in the plant.—H. A. Plumb, sec'y Chamber of Commerce.

The following transferred their memberships in the Chamber of Commerce during the month of January and are no longer members: H. Anchester, F. H. Johnson, John H. Wrenn, R. V. McNellis and W. K. Flint.—H. A. Plumb, sec'y Chamber of Commerce.

The board of directors of the Chamber of Commerce, at a special meeting held Feb. 3, adopted a resolution protesting against the passage of the Canadian Reciprocity Bill as injurious to the business interests represented in the membership of the chamber and to the grain business of Wisconsin and the Northwest.—H. A. Plumb, sec'y Chamber of Commerce.

The brewers and maltsters are much agitated over the reciprocity agitation. Carl E. Hansen of the Hansen Malting Co. and Bruno E. Fink of the Milwaukee Malting Co. appeared before the ways and means committee at Washington last Saturday. The Hansen Malting Co. has suspended operations on their bldg. for the present on account of the agitation.—H. A. Plumb, sec'y Chamber of Commerce.

Milwaukee, Wis.—The Chas. A. Kraus Milling Co. of Milwaukee has entered a counterclaim against the Fairbanks Alfalfa Milling Co. of Nebraska which is seeking to recover \$360 alleged to be due on 200 cars of alfalfa. Payment for 180 cars was made and the twenty in question were not up to the standard, the Milwaukee firm contends, and demands \$250 in damages from the Nebraska Co. for breach of contract.

Shipments of wheat, corn, rye, oats or barley, in car load lots, from stations on the Dubuque, Chicago & Council Bluffs and the Kansas City divisions of the Chicago, Milwaukee & St. Paul may be stopped at Milwaukee for cleaning purposes and forwarded to stations on the Northern Superior division of the road at the through rate from point of origin to final according to an announcement made by Geo. A. Schroeder, mgr. of the freight bureau of the Chamber of Commerce.

Milwaukee received during the month of January 424,880 bus. of wheat, 838,460 bus. of corn, 1,055,600 bus. of oats, 1,276,600 bus. of barley, 104,040 bus. of rye and 6,255 tons of millfeed; compared with 359,700 bus. of wheat, 779,900 bus. of corn, 634,500 bus. of oats, 975,900 bus. of barley, 74,000 bus. of rye, 69,600 bus. of flaxseed and 2,010 tons of millfeed during January, 1910. Shipments for the month amounted to 384,376 bus. of wheat, 961,632 bus. of corn, 1,658,765 bus. of oats, 710,736 bus. of barley, 244,560 bus. of rye and 18,090 tons of mill feed; compared with 194,695 bus. of wheat, 420,460 bus. of corn, 508,583 bus. of oats, 261,805 bus. of barley, 76,100 bus. of rye, 15,600 bus. of flaxseed and 8,760 tons of millfeed during the month of January, 1910.—H. A. Plumb, sec'y Chamber of Commerce.

## Imports and Exports of Rice.

Imports of rice, rice flour, rice meal and broken rice during the 11 months prior to Dec. 1, 1910, amounted to 299,163,557 lbs.; compared with 206,481,044 lbs. in the corresponding months of the previous year.

Exports of rice in the first 11 months of 1910 amounted to 8,156,919 lbs. and 12,734,537 lbs. of rice bran, meal and polish; against 2,273,317 lbs. of rice and 19,422,758 lbs. of rice bran, meal and polish during the corresponding months of 1909.

Of foreign rice, rice meal, rice flour and broken rice we re-exported in the first 11 months of last year 6,476,567 lbs.; compared with 6,749,864 lbs. re-exported in the same period of the preceding year, as reported by O. P. Austin, chief of the Buro of Statistics.

Linseed oil amounting to 136,441 gallons was exported in the first ten months of 1910 against 194,318 gallons, exported in the same months of 1909, as reported by O. P. Austin, chief of the Buro of Statistics.

The Canadian Pacific Ry. Co. has offered a prize of \$1,000 in gold for the best one or two bushels of red wheat either spring or winter to be exhibited at the American Land & Irrigation Exposition in New York, Nov. 3-12. This offer has been induced by that of James J. Hill of the Gt. Northern of a \$1,500 cup for the best bushel of wheat grown in the United States. The C. P. prize is open to the continent in the belief of the officials that it will be carried off by western Canada.

## SEED IMPROVEMENT CONFERENCE.

The meeting of the different interests called together by the Seed Improvement Committee of the Council of Grain Exchanges was a success both in attendance and in the enthusiasm shown. Many experts in agricultural extension work from all parts of the country came together and gave interesting reviews of their methods of work and the results attained, all of which is briefly reflected in the following:

The meeting was called to order by M. W. Cochrane, of St. Louis, Chairman of the Com'ite in Chicago Feb. 8.

From Chairman Cochrane's address we take the following:

### CHAIRMAN COCHRANE'S ADDRESS.

This conference has been called to discuss ways and means to interest all organizations in a national movement to obtain a Larger Yield of Better Grain.

We are convinced that it is necessary to add to our national wealth immediately by getting more out of the soil. We have been carrying no grain surplus and a single crop failure would put us on almost a famine basis. The United States is no longer considered in the feeding of other nations, and we are rapidly drifting to the point where the balance of trade will be permanently against us. How are we going to regain the money spent by our tourists abroad and the interest on our bonds and the vast sums which are expended for diamonds and luxuries from every part of the world? When we look at the 10-acre plots of Europe and behold a larger yield than from a 40-acre American field, we feel that our millions of farmers are in reality no farmers at all.

In 1910, there were two hundred million acres of wheat, corn and oats harvested in the United States. Our agricultural scientists tell us that we can increase any crop from 4 to 10 bus. per acre in a single season by seed selection and proper cultural methods. But we are not here to argue the desirability and the necessity of better methods, but we must make some practical plans today whereby we can induce a better selection of seed before the planting of the next crop.

The question today is, how can we co-operate with the Agricultural College and with each other in putting our plans in immediate action. We have no time for long discussions. Each man today present has a practical plan to suggest. We must crystallize these suggestions, and whatever we decide to do let us all get in the game and push as hard as we can.

The Grain Exchanges have undertaken this work because there seems to be no other organization willing to assume it. It is our endeavor to collect information of the activities in every direction in every state and in every vocation, and when we learn of a good thing in one section, we wish to multiply it by a thousand and carry the gospel of good seeding, crop rotation and fertilization into every county in the United States. We must get our heads together and plan some work for each of us to do both as individuals and as associations. We must make plans which will include the work already being done by thousands of willing workers and we must lend a hand to help whenever and wherever we can find an opportunity.

Sec'y Bert Ball, of the Com'ite in his report of the work said,

### SECRETARY BALL'S REPORT.

Pursuant to the open meeting of this Committee held in October the Secretary has corresponded with a large number of organizations not represented at that meeting endeavoring to enlist them in the movement for better seed and better cultural methods and inviting them to be present at this meeting of the Council.

The Secretary has also endeavored to obtain articles for publication by those posted on the subject to get in touch with the country elevators and grain buyers asking them to report their seed condition to the State Experimental Stations and to ask the country press to assist in locating good seed and encouraging a careful selection before planting.

The Committeemen in each section were asked to suggest methods of beginning work and many valuable ideas were received. The first meeting held under the auspices of this Committee was in Baltimore in charge of Mr. Vincent. A Grain Improvement Day was held in Des Moines,

Iowa, at the Iowa State Corn exhibition and the situation in that State thoroly thrashed out. This meeting was in charge of our Committeeman, Mr. Geo. A. Wells.

A meeting was held during Farmers Week at Columbia, Mo., and an address was made by the Secretary of this Committee explaining the movement for a Larger Yield of Better Grain, and asking the co-operation of the progressive farmers there present in arousing interest in each community, especially in the work of the Agricultural College and in the preparation of their grain for market. A similar meeting was held in Lincoln, Nebraska, where one session was devoted to Grain Improvement.

The Colorado Stockmen also invited a discussion of this subject at their annual dinner and the Professors of the Agricultural College were invited to be present and discuss the situation. The subject was introduced by Governor Shafrroth, and Colorado has promised us a Committeeman to help us carry the work into every part of that State.

The Chamber of Commerce of Minneapolis gave a dinner to representatives from the Agricultural Colleges devoting the entire evening to the subject of Seed Improvement. It was a very enthusiastic meeting and covered fully by the press throughout the North West.

A Committee was appointed to ascertain at once the seed condition at every station throughout the three States and plans were made to supply seed wherever a deficiency is reported. All this is to be done before the sowing of the next crop. Minnesota is fully awake to the necessity of restoring that State to its former prominence in growing the finest quality of Number One Hard.

We have also had a day devoted to this subject at the National Corn Exposition at Columbus and speakers of national prominence were very emphatic in their demand for more and better grain.

Two very successful meetings were held in Lansing at which we were represented and practical plans are already under way.

The Millers National Federation has been the first to respond and to put into operation some practical plans. The Seed Grain Suggestions which were rewritten by Professor Wiancko of Purdue and which have been endorsed by the Agronomists in most of the grain growing States are to be reprinted in immense quantities, perhaps a million and a half copies, and a suitable quantity delivered to each local miller to be distributed to the farmers who call at the mill. They are also getting out a circular asking the local miller to confer with the farmer regarding the seed which he expects to plant for his next crop, and asking the miller to put in cleaning machinery and thoroly fan out the shriveled grain and weed seeds free of charge, and wherever possible to grind the screenings so that the weed seeds may be destroyed.

The Seedsman are already agitating an organization which will prevent the selling of impure varieties and a plan has been suggested whereby each order will be certified.

The Railroads have signified their willingness to run Agricultural trains in every territory, every season, provided that the Agricultural Schools can furnish them with practical men. The Frisco railroad in addition to running these trains has offered a scholarship at the Agricultural College to one boy from each of 45 counties through which the road runs who will win first honors in the contest.

The Commercial Club at Richmond, Ind., is sending 50 boys to Purdue, the work which can be undertaken by every Commercial Club of which there are more than 3,000 in the United States, which alone should double the attendance at the Agricultural Schools.

The Fort Smith Club is paying \$100 a month to keep a man in the field and its vicinity. That man undertakes to superintend the planting and cultivation of 10 acres on as many farms as possible as an object lesson to the neighborhood. It is said that localities where such men are at work are already showing a decided increase.

It has also been suggested that the Commercial Club in each community give a dinner to which shall be invited representatives of all the different vocations to make local plans for Seed Improvement Days and farmers contests to be worked in connection with the local press and all the other interests.

The bankers are very active in this line and many of them as individuals are holding corn shows and other crop exhibitions in the bank. The bankers are among our strongest allies because they stand in a very close relationship to every farmer and it is to their business interest as well as to

the interest of their community to confer with every farmer and to induce him to obtain a larger yield and thus be able to reduce his indebtedness each season.

In many places the children of the public schools are being taught to distinguish weed seeds and how to eradicate them. They are also being taught how to germinate grain in a practical way and to take home their teachings and show the old folks just why it is that the seed they intend to plant should be more carefully selected.

The manufacturers of cereals are spending a great deal of time and money in improving the quality of the grain in many localities.

The manufacturers of Agricultural Implements are taking the lead in this movement many of them now having in their employment a scientific agronomist who is teaching free to all the selection of seed, the preparation of the seed bed, rotation of crops, including alfalfa, clover and other nitrogenous plants.

The creameries and stockmen are working on the field and forage crops in order to get more butterfat and more beef.

The manufacturers of fertilizers are very sincere in their efforts to prevent unscrupulous persons from selling worthless material.

Several States have Breeders Ass'ns who work along scientific lines and are carrying the good seed propaganda into every locality and are proving that plants can be bred just the same as live stock.

The Grain Dealers Ass'ns are doing everything in their power toward the distribution of good seed and are advocating a graded price at the country elevator the same as is given for the grain upon the tables of the Grain Exchanges.

Farmers Institute workers are forming farmers clubs especially for the young men in various parts of the country and the work of boys corn clubs in bringing results in every State.

The press of the country is eager to obtain short articles well written which will help the work.

The very fact that this Committee has been in practical existence for only about four months proves by the overwhelming response to our inquiries that the time is ripe to conduct this campaign and we feel that the results will show in an increased yield of every crop and the longer we keep at it, the larger will be the returns.

F. H. Damaree of the Missouri Agri. College, said the work must be to raise farming from the calling of a peasant to a profession. He outlined the rapid growth of the work of the Agronomy Dept. of the College and said if the work is to be pushed the agri. schools must have more men and more money. Missouri farmers are keenly alive to the value of agricultural education and eager to get all the information obtainable.

J. L. Burgess, of the North Carolina Agri. College said, The large yields of grain in our state come from improvement of soil fertility not from seed improvement. Before we can produce much we must get good soil.

We have found it very difficult to reach the poor and middle class farmers. Bulletins, lectures, newspaper articles do not reach him. Our most effective work has been in the establishment of experimental acres along the roads leading into each county seat of the state. We supply the fertilizer, the seed and the instruction. The farmer does the work and gets the grain. We get the records of the experiment. A large sign informs each passerby that the tract is an experimental one and exactly what is being done. We receive many requests from farmers for the instruction and they offer to supply the seed and fertilizer themselves. We hope soon to have the counties conducting this work at their own expense.

S. M. Jordan, of the Missouri Agricultural College, said that the farmers lack confidence in your efforts to help them. Last year Missouri farmers planted and plowed a million more acres than in 1909, but you have paid him seven million dollars less for the crop. As he counts the money he asks, Why? In the more gen-

eral planting of leguminous crops rests the salvation of our soil fertility.

If you can give the farmer more uniform prices, you will encourage him to produce more grain.

Prof. O. H. Benson, formerly of Wright county, Iowa, now of the U. S. Dept. of Agri., said the way to improved seed and improved crops is thru our rural schools. The best demonstrator on the farmer's farm is the boy. The father can not get away from the results obtained; he can not continue to pursue his old-time method when his son proves to him there is a much better. By interesting and instructing the children in farm problems you make more intelligent, ambitious farmers, and our broad acres will produce more grain. All our school work needs to be rejuvenated.

The Sec'y read a short paper from C. F. Curtiss, Dean of the Iowa Agricultural College, endorsing the Dolliver-Davis bill providing federal aid for agricultural extension work.

Adjourned to 2 p. m.

## AFTERNOON SESSION.

Chairman Cochrane called the meeting to order at 2:15 and introduced Prof. M. L. Bowman of Iowa, who said, the keynote of the whole situation was the conservation of the soil. Go down East and you can buy many farms, but it will cost you more to place the soil in productive condition than the purchase price. Farmers must rotate crops instead of farms.

The country grain buyers can do more to awaken the farmers to the necessity of selecting seed carefully than all other factors. The buyers should be induced to discriminate against the poor grain by buying all grain by grade.

If we all get hold of one rope and pull we can force the legislators to open up and appropriate money to meet the needs of the agri. colleges and the extension work.

H. M. Cottrell, of the C. R. I. & P. R. R., said, I found that altho Oklahoma had a large crop of wheat, the large merchant millers did not want it because its bread yield was much below normal. We found the reason to be mongrel wheat. The Rock Island sent a train of seven cars over its line and tried to interest all members of every family in the farmers problem and showed each how it effected him or her. The grain dealers and the millers ass'ns both offered their assistance and the result was actual orders for over 200,000 bus. of pure bread seed wheat.

We are now starting a special car for the promotion of improved seed corn. It will be out three months and spend a day at each station. We seek to reach each member of every family, both on the farm and in the towns and try to get them to think and talk improved seed.

Luis Jackson, of the Erie R. R., told of the special agriculture trains being sent at irregular intervals over the Erie with lecturers. I wish now to predict that within 5 to 7 years New York state will be rejuvenated and whip the spots off of Iowa and all the other so-called agricultural states. We are now getting out so many persons to our lecture trains it is necessary to throw open our freight and passenger rooms. New York farmers are awakening.

Guy L. Stewart, of the Cotton Belt, said we are operating special agricultural trains over our lines in Arkansas and Texas. While our principal work is in the interest of better seed, we devote much attention to other agricultural problems. The railroad industrial agents

of the Southwest are cooperating to get the farmer interested in his farm problems.

The second Tuesday of May the Railroad Industrial Agents Ass'n will hold its annual meeting in Detroit. We hope you will meet with us. We will be glad to cooperate with you. We wish to get closer in touch with the commercial interests.

Geo. A. Wells: The Seed Corn Special idea originated in Iowa and I managed the first seed corn special which covered 10,000 miles and reached 150,000 persons. We feel that the seed trains have done much to improve agriculture in Iowa, but I am wondering how long the railroads will be willing to bear the expense of this educational work. The farmers in the state legislatures offer the hardest opposition to the needed appropriation for agricultural extension work. We are trying to get \$100,000 for extension work. One of Iowa's troubles is that its agricultural experts leave the state soon as they become productive. Iowa's parsimony permits others to take them away.

J. C. Claire, Industrial Commissioner of the I. C. R. R., told of the work of that road.

J. C. Murray, of the Quaker Oats Co., told of the company's importations of oats to meet the demands of its trade, and its willingness to help bring about the production of more and better oats. One fanning mill manufacturer sold 115 mills last year in a section where he had sold but 3 the year before, due no doubt to the educational work among the farmers.

All industries are dependent upon the farms and the mines and each one shud lend his influence to the work.

J. F. Johnson, of Racine, expressed his hearty sympathy with the work and his willingness to cooperate. He told of an Iowa farmer who increased his yield of oats 10 bus. to the acre by cleaning and grading his seed.

C. H. McDowell, representing a fertilizer manufacturer, said that investigation of how Europe had doubled its yield of wheat disclosed the fact that it was due largely to fertilizer, but that better preparation of soil contributed about 25% of the increase and seed selection but 5 to 15% of the increase. Legumes, fertilizer and tillage are all essential to profitable agriculture.

C. T. Witherell, of Philadelphia, of the Paint and Oil Ass'n, said, We have a flaxseed shortage this year of approximately 12,000,000 bus. which we must import from Europe. Linseed oil is now 90 cts a gallon instead of 45. We have taken up the matter with Prof. Bolley, of North Dakota, who is giving more attention to flax culture. This is a serious problem of the paint manufacturer, and you will find us willing to cooperate with you in any work which promises to increase the yield of flax.

Geo. S. Green, Chicago: Prof. Bolley has told me that much of the reduced yield is due to flax wilt. Under normal conditions flax has been found not injurious to soil, but rotation is necessary.

The field seed trade has never handled much of the seed grain trade. Why, I can not say. It may be because of the demand for seed of so-called improved varieties.

G. W. Shaw, San Francisco, of the State University: Pacific Coast farmers want enthusiasm. We find a lack of energy. I collected a number of samples of wheat being sown by our farmers and found they contained from 10 to 25% of

weed seeds. The railroads are helping us a great deal. We are a long ways from you, but we are with you.

Luis Jackson: I wish to move that each interest here represented form a committee to cooperate with the Seed Improvement Com'ite to promote the work as best we can. Carried.

Prof. A. M. Ten Eyck, of Kansas, read a paper on the value of improved seed grain and the Kansas plans of securing its distribution.

Hiram N. Sager, Chicago: We are engaged in a movement which requires service and all of us must be ready to provide the sinews of war. The Council of North American Grain Exchanges yesterday pledged itself to contribute \$5,000 for the work, but we will need much more and I hope all the other interests represented will gladly cooperate.

Adjourned sine die.

## Books Received

**CORN CULTIVATION.**—Methods of seed selection and cultivation of corn that make it possible to double the present yield of corn per acre are set forth in Farmers Bulletin 414, issued Dec. 13 by the U. S. Department of Agriculture, Washington.

**A GRAIN SUPPLEMENT** to the Hay & Grain Cipher Code has just been issued by S. T. Beveridge, assigning to numbers the commonest phrases of messages, covering acceptances, prices, times of shipment, inspection, weights, terms, routing and quantities in one 10-letter word. The supplement is an 8-page folder on heavy card-board. S. T. Beveridge, Richmond, Va.

**CONSERVATION OF SOILS.**—Large areas of the world's wheat fields are not depleted chemically, but rather contaminated with many of the diseases that wheat is heir to. The effects of these parasitic diseases of wheat, flax and oats are described by Professor H. L. Bolley of the North Dakota Agricultural College in Science for Oct. 21. Among the preventives suggested are rotation of crops and composting of manure.

**THE RED BOOK** of statistical information relating to grain, seeds, provisions and other speculative commodities, giving the daily high and low prices of all commodities dealt in for future delivery in the Chicago market for the past year and statistics of crops, imports and exports for many years back, forming a most complete compendium of information for grain traders, has just been issued as a pamphlet of 54 large pages by Howard, Bartels & Co., Chicago.

**ANNUAL REVIEW OF GRAIN TRADE**—All the important events in the history of the grain trade of the different countries of the world during the past crop year are reviewed in a pamphlet of 102 pages containing statistics of imports and exports and weekly shipments of breadstuffs to all destinations, by Geo. J. S. Broomhall, editor of Corn Trade News, bringing up to date the most comprehensive treatise on the world's crops issued in a bound volume by this authority a few years ago. The Northern Publishing Co., Ltd., Liverpool, Eng.

**OFFICIAL RAILWAY GUIDE** for February, a monthly periodical devoted to useful information, has been issued. Railroads of the United States, Canada, Porto Rico, Mexico and Cuba, with time tables and railroads of Central America, every state, territory, county, city, town and village, with the population of each, all railroads which pass thru each state, with location, also information regarding interurban lines, the new state tables, giving distances between the important cities, the time of mail and express transit are given. The guide is issued under the auspices of the American Ass'n of General Passenger & Ticket Agents. National Railway Publication Co., 24 Park Pl., New York. Price, \$1.

Consul Lester Maynard reports from Vladivostok that the shipments of soya beans from that port during the first nine months of 1910 aggregated 224,390 tons. These shipments came in over the Chinese Eastern Ry. from Manchuria for transhipment at Vladivostok.

## Supply Trade

"One step won't take you very far;  
You've got to keep on walking.  
One word won't tell folks all you are;  
You've got to keep on talking.  
One inch won't make you very tall;  
You've got to keep on growing.  
One little 'ad.' won't do it all;  
You've got to keep 'em going."

The capital stock of the Burrell Manufacturing Co., Bradley, Ill., has been increased from \$50,000 to \$75,000.

Steady advertising establishes the fact that the article has passed the experimental stage. Some people stop before they arrive.

Have no fears but what the crops will be as abundant this year as in the past. Be prepared, Mr. Advertiser, to get your share of the harvest.—Mahin Messenger.

Kentucky Grain Cleaner Co., Bowling Green, Ky., has been incorporated by M. T. Hazelip, Charles Roemer and J. H. Roemer, for the manufacture of grain cleaning machinery.

Barnard & Leas Mfg. Co. have secured the services of W. G. Clark and W. J. Reynolds as special sales agents for their line of machinery. Mr. Clark will have his office at 701 Fisher Bldg., Chicago, and Mr. Reynolds' headquarters will be at Jackson, Mich.

"If a man can write a better book, preach a better sermon or make a better mouse trap than his neighbor, the world will make a beaten path to his door," if the advertising he employs is as distinctive as his ability to excel in other ways.—*Mahin Messenger.*

As a result of the purchase of the Grain Dealers Supply Co. by W. N. Claus, W. Bland and H. G. Bushnell, the name is to be changed to the Claus-Bland Mfg. Co., continuing the large and general line of machinery equipment and supplies, with offices at 305 S. Third St., Minneapolis, Minn.

The Richardson Scale Co. of New York and Chicago, is putting a colored chart transfer on the front of the weigh hopper of its Automatic Scale, illustrating all parts of the scale, with printed instructions below as to how to operate. This enables the users to see the function of the scale and how to operate it.

G. W. Stephens of New York City, after an association of twenty-five years, has severed his connection with The Webster Mfg. Company of Chicago, securing a substantial interest in the Stephens-Adamson Mfg. Co., of Aurora, Ill. He has taken the management of their entire eastern business with headquarters at the New York office, 50 Church St.

L. J. McMillin, until recently a partner of the Reliance Construction Co., Indianapolis, Ind., announces his entrance into the field of elevator engineering and contracting, with offices at 627 Board of Trade Bldg., Indianapolis. He has also acquired the Automatic Dump Controller and will handle it in connection with his other work.

The Supreme Court of Minnesota has affirmed the decision of the district court of Hennepin County in the suit by the American Bridge Co. against G. T. Honstain and others to foreclose a mechanic's lien on an elevator built by Honstain for the Northwestern Consolidated Milling Co. at Minneapolis, Minn., whereby supply firms who furnished grain handling machinery, and other equipment were awarded their claims.

## The United States Grain Cleaner.

The B. S. Constant Co., of Bloomington, Ill., which has been manufacturing grain handling machinery for the past sixteen years, and grain cleaning machinery for the past thirty years, beginning with the Farm Fanning Mill, is applying for patent on an Improved Grain Cleaner for country elevators which will be known as the U. S. Grain Cleaner.

It is said to eliminate objectionable features found in some grain cleaners and from reports of the machines now working, the improvements are very successful.

The eccentrics are so constructed, balanced and arranged on the shoe of the machine that the vibration is reduced to the minimum. This one point will be appreciated by all operators of grain cleaners as it will not shake to pieces or rack the building.

The accompanying cut shows the single machine for corn and cob from the sheller and for re-cleaning shelled corn and oats. It will also clean wheat when a wheat screen is provided, but you have to stop the machine and put in the screen when changing from corn and oats to wheat. On the Double Machine the operator simply throws two valves while the machine is running and makes the usual air adjustments for the lighter grains.

The corn and cob enter the receiving hopper and are automatically spread the full width of the machine. As it drops onto the steel finger screen, the first current of air takes all the dust and light shucks, straws and so forth directly to the fan, making the machine dustless.

The corn falls thru the finger screen and the cob and shucks pass down the screen over a set of rods, which, with the new tossing movement, turns the cobs and shucks over, causing the corn to drop out of the shucks and thru the screen instead of being carried over and into the cob spout. Thus all the corn is saved.

After the corn drops thru the finger screen it travels to the end of the shoe where it falls onto a short shoe which has a perforated screen for removing all the meal and small pieces of cracked corn, then it falls into another strong current of air which takes the screenings to the conveyor box and the remaining foreign material to the fan. With the screenings saved another source of income is developed.

The good grain drops out thru the last air flue into the receiving hopper.

For coarse cleaning the perforated screen in the short shoe is displaced by a sheet iron blank which is furnished with each machine. The cleaner has one powerful fan which is under the control of the operator at all times. It can be driven from either side. It is strong and durable, all journals run cool.

## Feedstuffs

An alfalfa banquet, the bread, cakes and other articles of food being made from alfalfa flour, was given recently during the annual state corn show at Mitchell, S. D.

A license and the payment of \$25 is necessary before shipment of millfeed into Wisconsin, as the McCook Mill & Elevator Co., of McCook, Neb., recently learned to its cost.

Values of practically all feeds for dairy cows are exactly stated in Extension Bulletin No. 12, recently issued by the University of Minnesota, St. Paul, Minn., intended as a guide for farmers.

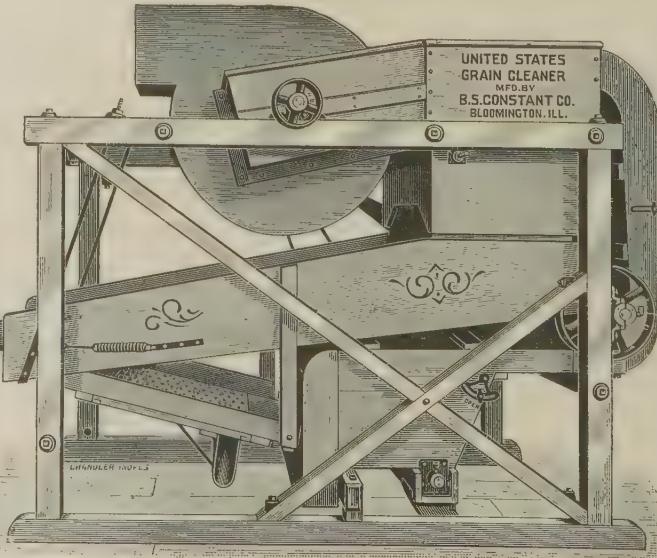
It is not what an animal eats, but what he digests that does him good, is the declaration by the J. B. Edgar Grain Co. in a dodger advertising its Ceralfa feed, which shows a higher analysis of protein and carbohydrates than oats and costs less.

For alleged misbranding of feeds and adulteration with oat hulls and screenings the Cincinnati Grain Co. recently was fined \$10 and costs on each of 12 charges in the county court at Covington, Ky. J. D. Turner, of the Kentucky Experiment Station at Lexington, assisted in the prosecution.

If a corresponding amount of oat groats is not utilized to balance the percentage of hulls, it is surely a case of adulteration, and a costly adulterant for the consumer, for there is nothing known that will take the place of the oat groat in feeding the horse or mule.

Yet, under the law, if a manufacturer uses oat hulls in a feed reinforced by using a by-product concentrate of high protein analytical value, provided the ingredients are truthfully proclaimed on sack and tag, and provided chemical analysis, percentage composition, is correct, under law there is no case of misbranding or adulteration.—*Feed Knowledge.*

Alfalfa meal millers for months past have had their operations restricted by the high price of raw material compared with that of the meal. The cost of converting the alfalfa hay into meal and



sacking the products is said to be \$3 per ton; and on account of the impossibility of obtaining this advance over the price of the hay many mills have stood idle for the past four months.

The feed tax law was fully discussed at the recent meeting of the Indiana Millers Ass'n at Indianapolis. A. L. Goetzmann said Indiana and Iowa were the only northern states that did not provide for the inspection of feeds by legislative appropriation, and were the only states where the tax existed. W. L. Sparks said the tax had practically eliminated from Indiana all outside feeds. Some members of the Ass'n favored and some opposed the tax.

The Kansas Feedstuffs law will be amended if the bill introduced by Senator Stewart of Sedgwick County is adopted. The bill provides that Sec. 5 be amended to read "If any of the aforesaid products are used in the manufacture of mixed feeds they shall not be subject to an additional tax of 1 1/4 cent for each sack or package when containing products on which the tax has already been paid." In Sec. 11 the words "Goods sold by one manufacturer to another" are stricken out.

The first annual convention of the Bi-State Feed Dealers Ass'n will be held at Binghampton, N. Y., Feb. 21 and 22. The preliminary organization of this ass'n was effected Nov. 1 at New York City. C. L. Carrier of Wilcox & Carrier, Sherburns, Pa. was chosen pres.; H. M. King of Waterville, N. Y., sec'y-treas. About 200 dealers, their wives and friends are expected to be present. The advantages of Binghampton as the place of meeting were urged by Leslie M. Wilson of the Empire Grain & Elevator Co., and Edward K. Airey, also of Binghampton. Headquarters will be at the Arlington hotel.

We would not want to be without the Journal, as we get lots of information and news from it.—Wiley Gr. & Eltr. Co., Sanger, Tex.

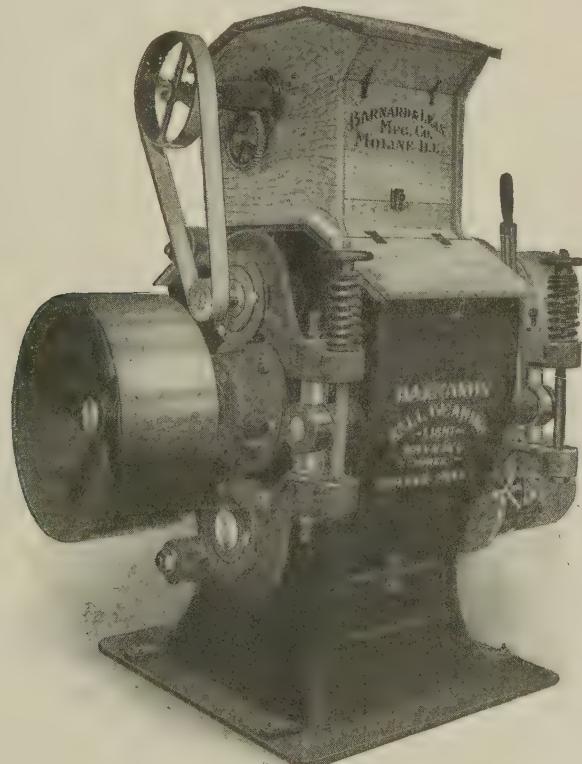
## A Light Running Feed Mill.

As the country becomes more settled the character of its agriculture gradually changes from purely grain growing to one of mixed farming, with dairying and stock feeding as important adjuncts. This has already taken place in the east and will happen in the western states. The resulting demand for ground feed affords the country grain dealer an opportunity to work up a profitable trade and to more constantly employ his power and grain handling equipment, by the installation of a feed mill. So true is this that in some well settled districts the grain dealer could not exist without his feed grinding business.

While farmers may argue on the merits of sharp cut or mashed feed the principal point to be considered by the dealer who grinds feed as a business is the economy of power consumed, and in this respect the ball bearing, 3-roller Barnard Feed Mill illustrated in the engraving herewith is one of the leaders. The journals in this mill run positively cool at all times with no indication of grease or oil about them. It is adapted for grinding coarse corn meal, chop feed, barley, wheat for graham, rye and other small grains and is particularly well fitted for the work of the grain elevator operator in turning out coarse cornmeal and chop feed.

The frame is cast in one piece. Hand screws enable the operator to set the rolls at will for fine or coarse grinding. Screw devices are provided for paralleling the rolls. One movement of a lever throws the rolls apart or together. Damage by nails fed in with the material is avoided by the heavy coil springs permitting the rolls to yield. The machines are provided with a roll feeder. Their capacity is large considering the length of rolls.

The ball bearings are made of special high grade steel alloy and all such devices as adjusting cups, cones, nuts and lock-nuts are dispensed with in this improved design, the bearings being intended to have a lifetime exceeding that of the machine. Additional information regarding this feed mill will be given readers of the Grain Dealers Journal on application to the manufacturers, the Barnard & Leas Mfg. Co., Moline, Ill.



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## Grain Carriers

Ship subsidy bill passed the senate Feb. 2 by a majority of one vote.

Eleven grain-laden cars were wrecked Feb. 3 on the Northwestern at Montour, Ia.

Rules governing allowance for grain doors have been filed by the T. & O. C. in ICC 1834, effective Feb. 21.

The new Commerce Court at Washington will open Feb. 15, beginning work on cases pending in other courts.

The tariffs advancing rates on rice in the southwest were suspended Feb. 6 by the Interstate Commerce Commission until June 6.

Contract has been let by the Kansas & Southeastern Ry. for construction of 225 miles of road from Anthony to Almena, Kan.

Allowance for elevation of grain at Jeffersonville and New Albany, Ind., are given by the Kanawha Desp., in ICC 919, effective Feb. 17.

Reprimands for failure to sell claims promptly were given several railroad attorneys recently by Interstate Commerce Commissioner Clark.

Rates on grain between western points and Fort William, Ont., for local shipment, are being considered by the Dominion Transportation Commission.

An investigation of unlawful combinations of foreign and American steamship lines is provided for in a joint resolution introduced in Congress by Representative Humphrey of Washington.

The largest cargo of corn exported from New Orleans was taken out recently by the steamer *Stagpool* for Denmark. The shipment was made by the Hall-Baker Grain Co. and weighed 260,488 bus.

The Senate, Jan. 31, confirmed the following named by Pres. Taft as additional judges of the new Commerce Court: Robert W. Archbald of Pennsylvania, Julian W. Mack of Illinois, and John E. Carland of South Dakota.

The Perry C. Smith Grain Co., of Kansas City, Mo., has filed complaint with the Interstate Commerce Commission alleging unreasonable charges by the Frisco System on shipments of grain from Kansas City to Arkansas, Louisiana, Mississippi and Alabama.

By a cut in ocean grain rates from New York the North Atlantic steamship pool recently wiped out the differential allowed Philadelphia by the rail lines. It is said the New York lines quote a rate  $\frac{3}{4}$  cent lower than could be made by the line boats at Philadelphia.

A tariff of the C. & E. I. R. R. allowing the Manufacturers R. R. of St. Louis \$4.50 a car has been suspended by the Interstate Commerce Commission, whose action is thought to forecast a decision against all allowances to short lines on the ground that payments to switching lines owned by the shipper are rebates.

New construction planned for 1911 by the Canadian Pacific includes 380 miles of branch lines from Moose Jaw southwest 35 miles; from Estevan to Forward, 35 miles; from Swift Current southwest, 45 miles; from Wilkie, south, 25 miles; from Wilkie, northwest, 32 miles; the

Lacombe branch, eastward, 60 miles; from Golden, south, 20 miles; Carman-gay to Aldersyde, 27 miles.

The new rules governing joint transit privileges on grain which the roads are attempting again to make effective Feb. 15 have aroused renewed criticism. Objections to some clauses of these rules will be presented by the Chicago Board of Trade to the carriers and if unavailing, to the Interstate Commerce Commission.

The new uniform demurrage rules and the mild weather of January are credited with expediting the handling of cars to make the car surplus the largest since midsummer. On Jan. 18, the date of the last report of the American Ry. Ass'n, the car surplus was 122,297 against 110,432 on Jan. 4, and 51,836 a year ago. But since the snow storm it is different.

For collecting more than the published rate on shipments of hay to New Orleans the Texas Pacific Ry. on Jan. 30, was convicted of violating the Hepburn Act. The shipments were held at Westwego for several days before final delivery at New Orleans and the road undertook to collect demurrage accruing at Westwego. The government held demurrage could not accrue until after delivery.

Judge Peter Grosscup presided at the annual banquet of the Traffic Club in Chicago recently and in the course of his talk is reported to have said: "Between the two great railroad laws, the Interstate Commerce Act and the Sherman law, the railroads are 'damned if they do and damned if they don't.'" The corporation affiliations of the learned Judge seem at times to bias his expressions as well as his sympathies.

Higher charges for shorter hauls may be eliminated by carriers under the following order recently made by the Interstate Commerce Commission. Carriers are authorized to make such changes effective on one day's notice to the commission and to the public in the manner required by law, provided such changes are, in each instance, reductions in rates. The permission contained in rule 56 to tariff circular 17A to reduce a joint rate that is higher than the sum of the intermediate rates when such rate has been in effect 30 days or longer, by reducing the same to the sum of such intermediate rates, but not otherwise, is extended to include rates other than point rates.

The Memphis Grain & Hay Ass'n has filed complaint with the Interstate Commerce Commission against the alleged discriminatory tariffs which were effective Feb. 1. It is said the new rates will enable grain dealers at Chicago, St. Louis, Kansas City, Omaha, Evansville and other points to ship into Memphis territory at a less rate of freight than is given Memphis dealers. C. B. Stafford, commissioner of the Ass'n, states that the new rates are an increase of 33 to 100 per cent over the rates heretofore in effect. Complaint also is made that the milling in transit and reshipping rules are unreasonable in their requirements of reports on grades of corn and other grains reshipped at Memphis.

The clause in the new order uniform B/L providing that no inspection or sampling of grain and grain products will be allowed unless the term "inspection allowed" is endorsed on the B/L is called to attention of shippers by the Corn Exchange of Buffalo, N. Y., in a circular of Jan. 27. Shippers are warned that official inspection of grain can not be made by

the authorized inspectors in terminal markets unless grain is billed as above. Railroad agent also should note "inspection allowed" on all way bills. To obtain immediate inspection and prompt handling of grain the notation "inspection allowed" must be made, otherwise the receivers will be obliged to refuse to honor drafts until shipper's permission for inspection has been obtained.

At the hearing on the ex-lake grain rate before Interstate Commerce Commissioner Prouty, Jan. 30-31, Jas. T. Parker of New York testified that the export grain trade of New York will be permanently lost by a continuation of the 5½-cent rate between Buffalo and New York. Yale Kneeland testified, from records of actual shipments, that the railways would make more money today if the 4-cent rate between Buffalo and New York was in effect than when that rate was in use in 1897 and 1899. In 1897, he said, a train of 27 cars carried 900 bus. of grain per car for \$618.20, an average of \$22.71, at the 4-cent rate, while today larger cars were being used, so that 20 cars carried 1,200 bus. per car, for \$630.40, or \$41.52 per car if the 4-cent rate was now in force.

### Grain Elevators for Russia.

The grain campaign of 1910 has given new evidence as to the inadequacy of the facilities of the St. Petersburg port. The enormous grain receipts could not be stored for the reason that the two elevators were filled to their capacity and brot about, at a very critical moment, execution sales, which depressed grain prices.

At a conference concerning mercantile marine matters, now being held at the Ministry of Commerce and Industry, a report was read upon the equipment of the principal Russian ports with granaries and elevators. According to data of the ministry, the annual export of grain via the St. Petersburg port aggregates about 48,000,000 poods (800,000 tons), exclusive of the shipments to Finland and the coasting trade, which amount to nearly 6,000,000 poods (100,000 tons) per year, while the two elevators hold only about 2,500,000 poods (41,666 tons).

The natural consequences are evident. A blockade is unavoidable when there is a good crop, and the producers and exporters bear the loss. The ministry proposes the construction of two additional elevators of a capacity of 1,500,000 poods (25,000 tons) each, and the building of granaries equipped with mechanical loading appliances, thus establishing storage accommodations for 4,500,000 poods (75,000 tons) of grain. This plan, however, is not satisfactory to the St. Petersburg Exchange Committee, which recommends the construction of storage facilities for 10,000,000 poods (166,666 tons) of grain.

The Council of Merchant Marine agreed with the project of the ministry and voted for the construction of one elevator of a capacity of 1,500,000 poods (25,000 tons). The Ministry of Commerce and Industry will introduce a bill into the Duma asking that a credit of 25,000,000 rubles (\$12,875,000) be granted, for the reason that similar elevators are also to be constructed at Riga, Libau, Odessa, Novorossiisk, Nicolaiev, Kherson, Feodosia, Berdiansk, Taganrog, and Mariupol.—Translation from *St. Petersburg Zeitung*.

## Supreme Court Decisions

**Payment of Rent in Crops.**—Where rent is payable in crops, it is the duty of the tenant, until delivery of the rent, to care for the landlord's share and keep it in such a place that by the exercise of reasonable care it will remain safe.—McLain v. Willey. Superior Court of Delaware. 78 Atl. 493.

**Sale of Stored Grain.**—Grain was stored in a warehouse with the understanding that it should be sold by the warehouseman, and when the depositor would surrender the receipt therefor the warehouseman had the right to return an equal amount of grain of equal quality or pay the then market price of the grain. Held it was a sale and not a bailment.—Rahilly v. Wilson. 3 Dill. 420.

**Effect of Payment of Check.**—Payment by a bank of a check drawn upon it, in the usual course and in the absence of fraud or mistake of fact, extinguishes the instrument, and the bank by thereafter putting it in circulation cannot create a liability thereon against its maker or prior indorser.—Aurora State Bank v. Hayes-Eames Elevator Co. Supreme Court of Nebraska. 129 N. W. 279.

**Validity of Arbitration.**—Under the rule that the power of arbitrators is derived from and measured by the submission, where the submission either by express terms or by fair implication allows a majority to make an award, a majority award is valid; otherwise, by the common-law rule, it is void unless all unite therein.—Tennessee Lumber Mfg. Co. v. Clark Bros. Co. U. S. Circuit Court of Appeals. 182 Fed. 618.

**Defective Cars.**—A carrier must provide safe and suitable cars for transporting goods, and cannot avoid liability for not doing so by using another's cars, the latter being its agent; but, if the consignor undertakes to furnish the cars used in transportation, the carrier is not liable for a loss resulting from their defective condition.—Central of Georgia Ry. Co. v. Chicago Varnish Co. Supreme Court of Alabama. 53 South. 832.

**Error in Rate.**—A railroad company being prohibited by the interstate commerce act from charging any less freight on interstate traffic than prescribed by the Interstate Commerce Commission for the route over which the shipment is actually carried, no contract, and no mistake in naming a wrong rate, can affect the right to collect such prescribed rate.—Louisiana Ry. & Navigation Co. v. Holly. Supreme Court of Louisiana. 53 South. 882.

**Mutual Insurance.**—A provision in the by-laws of a mutual fire insurance company, providing that if any member shall neglect or refuse for 60 days after notice of an assessment to pay it, he shall forfeit all claims upon the company for any loss thereafter occurring, is self-executing, and the cancellation of the contract by the company is unnecessary.—Russell v. Oxford County Patrons of Husbandry Mut. Fire Ins. Co. Supreme Judicial Court of Maine. 78 Atl. 459.

**Landlord's Lien.**—A tenant, raising tobacco on shares, pooled the tobacco with a society; but the landlord, who had a lien on the tenant's share for money advanced, did not do so. The landlord, without the tenant's knowledge, sold and delivered the tobacco, and the tenant, when informed thereof, assented thereto. Held, that the tenant did not violate Ky. St. § 3941a, authorizing farmers to pool their crops, and making it unlawful for any owner of a crop that is pooled to sell it without the consent of the agent to whom it is pooled.—Cook v. Commonwealth. Court of Appeals of Kentucky. 132 S. W. 1032.

**Recovery for Damage in Transit.**—A B/L of an interstate shipment, which contains clauses repugnant to the Interstate Commerce Act (Act Feb. 4, 1887, c. 104, 24 Stat. 386 [U. S. Comp. St. 1901, p. 3169]) § 20, as amended by Act June 29, 1906, c. 3591, § 7, 34 Stat. 593 (U. S. Comp. St. Supp. 1909, p. 1163), is not thereby entirely vitiated, but the holder thereof may recover for a failure to safely transport the goods.—Central of Georgia Ry. Co. v. Sims. Supreme Court of Alabama. 53 South. 826.

**Recovery for Wrong Routing.**—That the initial carrier in an interstate commerce shipment disregard its duty, in the absence of special instructions, to forward the shipment by that reasonable and practical route to which the lowest charge for transportation applies, does not prevent a connecting carrier, over whose line the shipment is routed and carried, from collecting the interstate commerce rate over its line; the shipper's remedy being against the initial carrier for damages.—Louisiana Ry. & Navigation Co. v. Holly. Supreme Court of Louisiana. 53 South. 882.

**Limit of Time to Sue Carrier.**—Even tho the failure of a carrier to deliver freight received for transportation gave the shipper a cause of action for trespass to his property, or an action for the conversion of his property within the two years' statute of limitations for such actions (Rev. St. 1895, art. 3354, §§ 1, 2), limitations do not begin to run so long as the carrier promises to search for the goods and deliver them, if found, and if not found, to pay the damages sustained.—Davies v. Texas Cent. R. Co. Court of Civil Appeals of Texas. 133 S. W. 295.

**Alleged Lower Rate Does not Limit Liability.**—A carrier may not by contract limit the liabilities imposed on it by Interstate Commerce Act (Act Feb. 4, 1887, c. 104, 24 Stat. 386 [U. S. Comp. St. 1901, p. 3169]) § 20, as amended by Act June 29, 1906, c. 3591, § 7, 34 Stat. 593 (U. S. Comp. St. Supp. 1909, p. 1163), making the initial carrier of an interstate shipment liable for any loss or injury thereto caused by any connecting carrier, because of the rate charged for the transportation.—Central of Georgia Ry. Co. v. Sims. Supreme Court of Alabama. 53 South. 826.

**Buyer Can Not Pool Crop.**—The object of Ky. St. § 3941a, authorizing persons to pool products raised by them, and making it unlawful for any owner of a crop that is pooled to sell it without the consent of the agent thru whom it is pooled, is to protect growers against buyers who otherwise may by combination absolutely fix the prices at which the growers must sell, and a mere buyer of produce may not legally enter into pooling contracts, and he is not subject to the penalties imposed.—Commonwealth v. Malone. Court of Appeals of Kentucky. 132 S. W. 1033.

### Exports of Canadian Grain in Bond.

Canadian wheat in transit to foreign countries was received and shipped from American ports on the Atlantic seaboard during the 11 months prior to Dec. 1, 1910, as follows: Baltimore, 1,904,986 bus.; Boston, 4,977,712 bus.; New York, 6,388,868; Philadelphia, 4,018,527; Portland, Me., 9,506,833 bus.

A summary of the various grains that passed thru those five ports in transit from Canada to foreign countries during the first 11 months of 1910, shows the following totals: Barley, 781,330 bus.; buckwheat, 470,528 bus.; oats, 1,047,213 bus.; rye, 59,108 bus.; wheat, 21,284,136 bus., as reported by O. P. Austin, chief of the Bureau of Statistics.

We want the Grain Dealers Journal, as we need it in our business.—J. E. M., R. B. Miller & Sons' Co., Custer City, Okla.

## The Ellis Drier Co.

### Does Your Kiln Dried Corn

smell cooked, is there a large amount of broken kernels, has it lost its natural lustre, and is it lifeless to the touch? If any of these characteristics are in evidence in the kiln dried corn you turn out then you have either failed to manipulate the drier properly or you are trying to dry with an unsatisfactory machine. Corn dried with an Ellis Drier does retain its color, its life, and natural sweetness, and so perfectly and easily is the process accomplished that the percentage of breakage is too small to be counted.

### It's Nature's Nearest Way

Chicago  
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# Patents Granted

**Sack Holder.** No. 983,185. (See cut.) James W. Vance, Ligonier, Ind. On a base are two clamps bolt together by a hand lever, and on the outer edge of the lower clamp are saw teeth.

**Car Mover.** No. 983,154. (See cut.) Edwin T. McBride, La. Fayette, La. A shoe having guiding flanges is combined with a pivoted pinch bar at the forward and a sand box at the rear end of the shoe, a gate controlling registering apertures in sand box and shoe base.

**Seed Corn Hanger.** No. 982,864. (See cut.) Chas. F. Phipps, Trivoli, Ill. A single piece of wire is bent double to form each section of a hanger, the remaining portions of the wire being twisted around each other several times and then bent outwardly and upwardly in opposite directions. Each section is provided with a spaced hook to link it to the one above, forming a hanger of any desired length.

**Weighing Device.** No. 982,381. (See cut.) David C. McCan, Los Angeles, Cal. The combination with a horizontally arranged cylindrical casing having inlet and discharge openings in its peripheral wall, of oppositely-disposed balanced sectors rotatable within the casing and close to the peripheral wall, means mounted on the cylinder for preventing the rotation of the sectors until the weight of material on one sector equals a predetermined amount.

**Grain Door.** No. 982,261. (See cut.) William H. Fisher, Chicago, Ill. In combination with a car having a doorway, of a vertically extending post having a bifurcated lower end, the post being removably supported substantially central in the doorway; door sections resting against the post and against the vertical frame posts of the doorway, the door sections being cut away to form an opening registering with the lower bifurcated end and a closure mounted upon the lower bifurcated end of the post.

**Grain Drier.** No. 983,198. (See cut.) Wm. J. Applegate, Chicago, Ill. Grain from the bin is spouted to elevator boot and elevated to top of a pair of concentric wire mesh cylinders and as it flows down between the inner and outer wire-

mesh tubes is subjected to hot air blown into the lower end of the tubes by a fan connected with the furnace. Again the grain is elevated and dropped thru a pair of similar wire-mesh tubes thru which passes a stream of cold air blown in at bottom by a fan connected to a refrigerator. Discharging from the cold air tubes the grain is a third time elevated into the second bin.

## Economy of Kerosene in Engines.

A pound of kerosene oil has as much power as a pound of gasoline. The saving by using kerosene instead of gasoline will amount to a large sum monthly. P. C. Crenshaw, general manager of the Standard Oil Co. at Chicago, has calculated that with gasoline at 14 cents and oil at 7 cents, an engine of 10 h. p., using 10 gallons per day of 10 hours would cost to run \$1.40 on gasoline and 70 cents on oil, the latter saving \$18.20 per month.

Gasoline was considered worthless when the first petroleum refineries were placed in operation. The practice was to vaporize the gasoline so it would float and blow it away into the air. To convert the waste gasoline into dollars the Standard Oil Co. many years ago introduced the gasoline stove for use in kitchens.

Stationary gasoline engines later aided the stove to consume the surplus gasoline; and the adjustment of production to consumption had been effected very equably when the automobile appeared and immensely increased the demand for gasoline. The past few years the difficulty has been greatly aggravated, says Mr. Crenshaw, by the introduction of gasoline lighting systems in country stores. By putting in the gasoline lights on an extensive scale the country merchants also cut down the demand for oil, as the gasoline systems displaced oil lamps. Had it not been for the efforts of the Standard Oil Co. the price of gasoline would now be prohibitive, tho there is plenty of crude oil in the country.

Seven years ago the Standard Oil Co. introduced an improved oil stove which is better than a gasoline stove, and of these 200,000 were sold last year and 300,000 will be sold this year. After a few years it is believed the number of these stoves in use will have so cut down the consumption of stove gasoline that the price of the latter can be reduced.

Nearly all the crude oil now distilled by the refiners is of Kansas and Oklahoma origin and makes a gasoline of heavier gravity than the Pennsylvania crude used many years ago. To deal with this heavy oil the experts of the Standard Oil Co. have so improved its methods that the heavy gasoline actually has a low boiling point, the advantage of its low gravity to the consumer being the greater amount of power contained in a gallon.

Consumers who have noted the lower gravity of gasoline supplied to them have unjustly suspected the refiners of mixing in low grade, when the truth is the low gravity is due to the nature of the western crude.

The refiners feel that engine users could aid the movement toward lower prices for gasoline by using oil engines when possible; and it is very often possible, with the improved carburetors now made. It is only necessary to warm the engine when starting to use oil. Many types of oil engines now are on the market, among the most effective in cutting down the gasoline consumption being the large oil traction engines used for plowing.

## Annual Report of Michigan Millers Insurance Co.

The 29th annual financial statement of the Michigan Millers Mutual Fire Insurance Co. shows total gross assets exceeding \$3,200,000, and cash assets a little over \$1,000,000, which are the highest marks for these two items in the history of the company.

Having continued during 1910 to make a saving to members of 60 per cent of the basis rate, the next cash assets show a consequent diminution of \$15,000 during the year, and now stand at \$392,000. Many years ago the highest rate of dividend was only 30 per cent, and altho the dividend was increased the cash surplus piled up to \$458,000 at one time. The 60 per cent dividend will be continued during 1911.

Liabilities include \$101,518 for losses in process of adjustment; \$571,490 for reinsurance reserve; \$8,575 for other claims, and \$100,000 for permanent fund, leaving net assets of \$2,420,104.

## A Good Roads Train.

The United States office of public roads, the Pennsylvania Railroad, Pennsylvania state college and Pennsylvania highway commission have united to send out the first government good roads train. It is being equipped at Washington and will consist of two special cars, one carrying a stereopticon and lantern slides on various phases of road making and the other having models of roads and fotografys of different types of roads, besides models of road making machinery.

Starting at Harrisburg, Pa., the train will make the rounds of Pennsylvania towns and then continue its educational work thruout the country.

## Organize Buro to Prevent Fires.

Wm. Reed of Oxford, Mich., has resigned his position as General Agent of the Michigan Millers Mutual Fire Insurance Co. to accept a position as Secretary of the Mutual Fire Prevention Bureau.

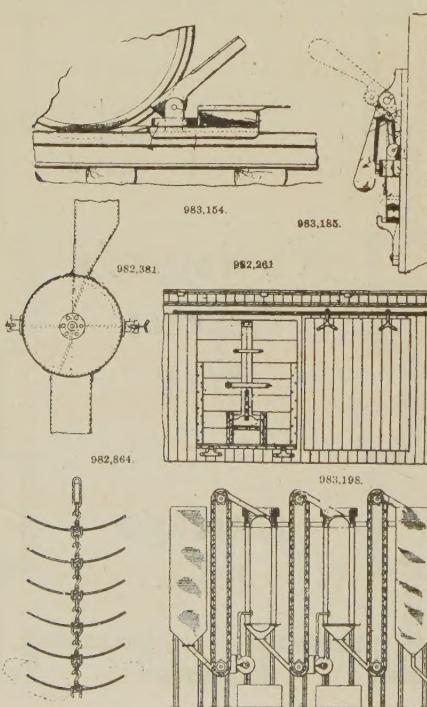
The Mutual Fire Prevention Bureau began its life as an organization Jan. 1st, 1911, and will have its home office for the present at Oxford, Mich. It is composed of the Secretaries or Assistant Secretaries of the following companies:

Millers National Insurance Co., Ohio  
Millers Mutual Fire Insurance Co., Millers Mutual Fire Insurance Assn. of Illinois, Pennsylvania Millers Mutual Fire Insurance Co., Mill Owners Mutual Fire Insurance Co., Texas Millers Mutual Fire Insurance Co., Michigan Millers Mutual Fire Insurance Co.

The name of the organization describes its purpose; i. e., Fire Prevention, and the union of so many influential companies in this cause is indeed an encouraging symptom of progress.

The Bureau will concern itself for the present with the structural and mechanical problems having a direct bearing on the fire hazard question, and will be in a position to advise not only with the insurance companies, but with individual millers and grain dealers as well, on all phases of that question.

If the plan can be carried out successfully, it will mean ultimately a great saving to insurers in the above companies by way of reduced assessments, and it will also tend to strengthen the companies themselves by reducing their losses from preventable causes. Mr. Reed is peculiarly fitted for his new work by reason of his practical experience not only as a miller, but as an underwriter. He has been connected with the Michigan Millers Mutual for the past five years as General Agent, and his loss will be keenly felt.



# Fire Insurance Companies

THE OLD RELIABLE



INSURES ELEVATORS  
AND GRAIN

PERMANENT OR  
SHORT TERM POLICIES

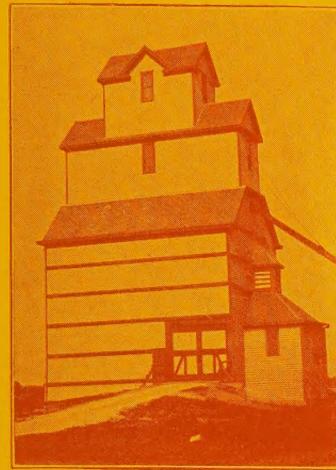
Millers' National Insurance Co.  
205 La Salle St. Chicago, Ill.  
Chartered 1865

Insurance with a maximum of security at a minimum of cost for ELEVATORS, WAREHOUSES and CONTENTS on the Mutual Plan.

Five Year Policies (or short term policies on grain, if required.)

Semi-Annual Assessments costing about one-half Stock Company rates.

Gross Cash Assets	\$1,645,117.68
Net Cash Surplus and Permanent Fund	966,846.27
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into this elevator would show you that it is just as neat inside as out—something that can be accomplished by every careful elevator man. No trash, litter, accumulation of cobs or dust to start a fire.

If your elevator is well cared for you should insure with this company where all the policyholders give careful attention to the conditions in and about their elevator.

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Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Price per bu., Test, Man On-Off, and Weigher's Signature. Size, 9 $\frac{1}{2}$  x 11 inches. Printed on good paper.

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Contents of same at cost.

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GEORGE POSTEL, President

G. A. MCKINNEY, Secretary

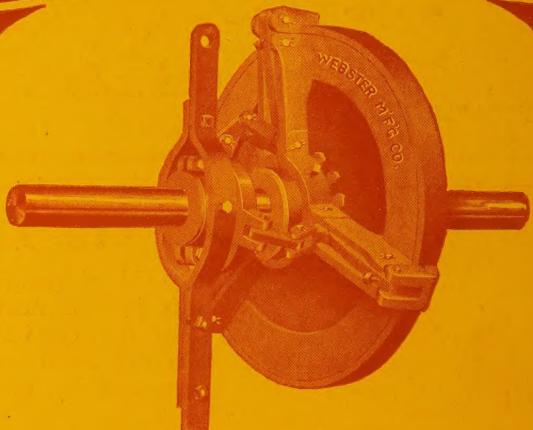
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